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the Manufacturing Confectioner

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With every good wish
for a Merry Christmas
and a very Happy New Year

Our 159th Year of Service

"Essentially for you"

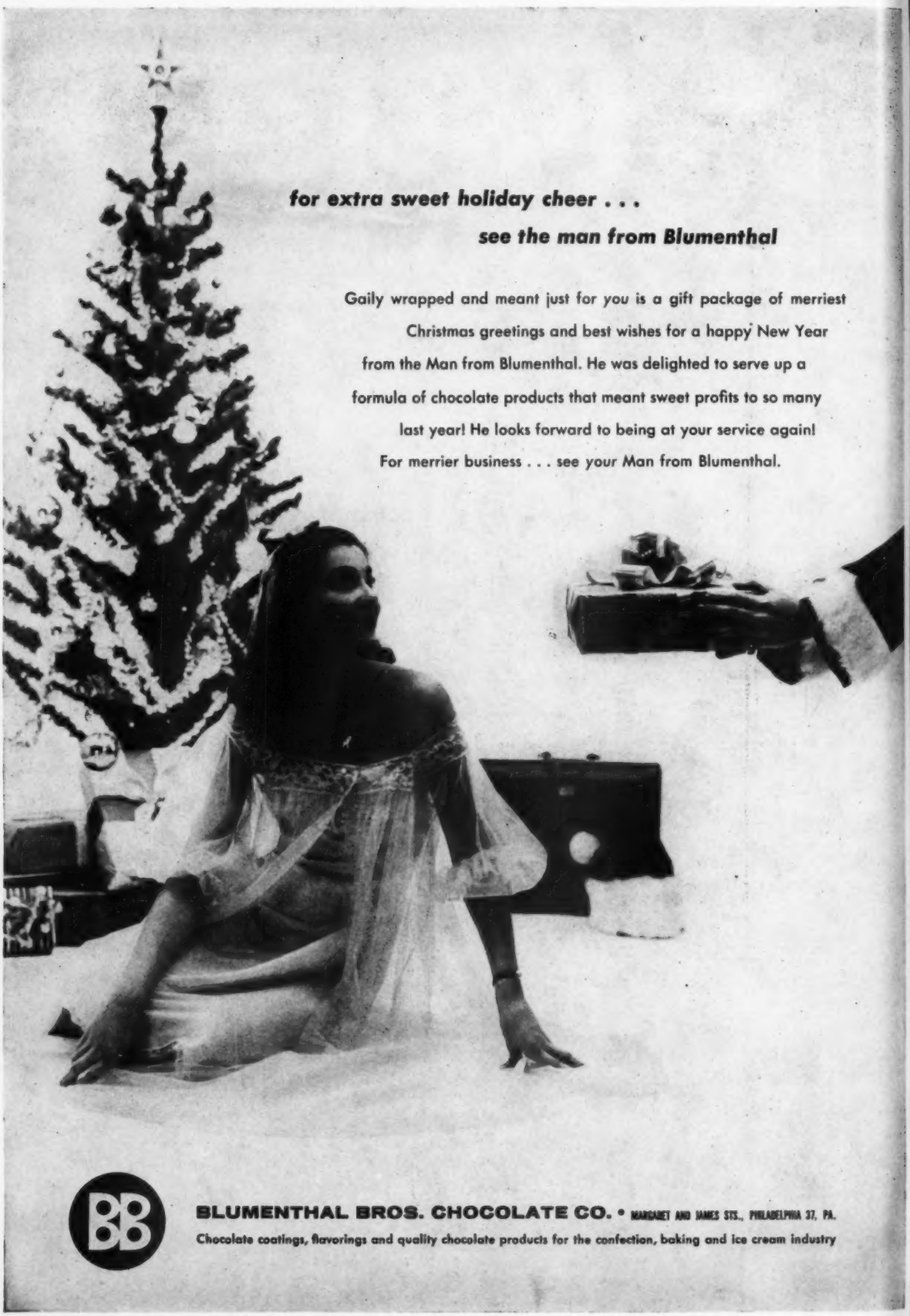
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Sales offices in Principal Cities

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ESTABLISHED 1798

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Aromatic Chemicals
Perfume Bases
Flavor Bases
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Kansas City
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Kansas City
To all our friends, our sincere wishes
for a very Merry Christmas and a
Happy and Prosperous New Year.
R. S. Whiteside
President
Stauffer Chemicals
380 Broadway, New York 13, N. Y.
IN CANADA:


for extra sweet holiday cheer . . .
see the man from Blumenthal
Gaily wrapped and meant just for you is a gift package of merriest Christmas greetings and best wishes for a happy New Year from the Man from Blumenthal. He was delighted to serve up a formula of chocolate products that meant sweet profits to so many last year! He looks forward to being at your service again! For merrier business . . . see your Man from Blumenthal.
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Chocolate coatings, flavorings and quality chocolate products for the confection, baking and ice cream industry

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Candy Sales continue at high level

Candy sales in September continued the healthy pace of the preceding few months. The Department of Commerce reports that dollar sales of confectionery in September were 8% ahead of the corresponding month last year. Manufacturer wholesalers were up 8%, manufacturer retailers unchanged, and chocolate manufacturers up 7%.

Official Valentine promotion



The Valentine's Day Council has selected this poster as a basis for their official display material for the coming season. The same symbol and slogan on this four color poster also appears on streamers, counter cards, card toppers, cupid cutouts, pennants, clerks' badges and gift stickers that comprise the total package of material. For further information and copies of this material write to the Official Valentine's Day Council, Inc., 124 East 40th Street, New York 16, New York.

Speakers from England, Germany to address Production Conference

C. H. Hinton of the British Food Manufacturing Industries Research Association of Leatherhead, England will visit the Conference and discuss the research done at that place, and some of their research findings.

Dr. Ernstgeorg Hanssen of Hannover, Germany will again visit the Production Conference and give a paper.

Representatives from the National Paperboard Association will discuss the odor problem in paperboard.

The Thursday evening banquet speaker is expected to be the Honorable Hugh Scott, representative in Congress from Pennsylvania.

Denver candy club formed

The Denver-Mile Hi Candy Club has been organized with Norman Tuohy as president, Lou Cheroutes as Vice President, Tony Vranicar as treasurer and Virgil Anderson as Executive Secretary. This is the first time the Candy Club has been organized to serve the Rocky Mountain States. The purpose of the club is to serve the candy industry as a whole and to act as the "voice of the industry" in the area. Among other projects, the club plans to make annual awards for outstanding salesmanship to a jobber salesman throughout the Rocky Mountain area.

Brokers and direct factory salesmen serving the Rocky Mountain area are eligible to submit application for membership. The bylaws of the club requires that a member accept representation of the line only on the basis of complete service to all buying segments in the area including chain, super-markets, wholesale jobbers and all other direct buying accounts. Meetings are Breakfast meetings the first Monday of each month at the Denver Athletic Club. They convene at 7:45 A.M. and adjourn promptly at 9:00 A.M.

Pioneer Harry Startup dies

Harry Walter Startup, owner, operator, and co-founder, of the Startup Candy Company of Provo, Utah died last month. Mr. Startup established the firm with his brothers in 1895.

Mr. Startup's son, Harry Walter, Jr., has been associated with his father for the past ten years and plans to continue the business along its present lines.

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WINTER *and* SUMMER

more and more people are enjoying fine products with coatings made with Durkee's Paramount

Successful confection manufacturers are specifying coatings made with Durkee's Paramount for greater year 'round customer satisfaction. You'll find that coatings made with Paramount vegetable hard butters give your product real eye appeal... real taste appeal.

Ask your regular supplier about coatings made with Durkee's Paramount—available in varying degrees of hardness to meet specific requirements of all types of confections, all types of climate conditions—Winter and Summer. Durkee's trained specialists will be glad to show you how best to use Paramount coatings for your own operation.

Coatings made with Paramount are famous for:

- ***High Gloss Retention***
- ***Greater Bloom Resistance***
- ***Greater Stability***
- ***Longer Shelf Life***
- ***Year 'Round Top Performance***

DURKEE'S PARAMOUNT

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Glidden

New England retailers meet, plan annual seminar



The officers of the New England Retail Confectioners Association gathered for dinner to plan future meetings. They are Gerald Hebert, Hebert Candies; John Goolden, Fanny Farmer; John McDonald, McDonald Candies; Alan Hilliard, Hilliard's Candies; President Jacques Leek, Brigham's Inc.; Ellsworth Loud, Loud's Candies; James Gray, Merckens Chocolate; George Barnes, Priscialla Sears Candies; and Galo Emerson, Putnam Pantry Candies.

Of particular interest at this meeting was the planned overnight annual party and seminar to be held May 19th to the 20th at the Inn, East Northfield, Massachusetts. The Chateau has been engaged for the party and over 100 are expected to attend.



Fanny Farmer expands use of outdoor

Fanny Farmer Candy shops is expanding its use of outdoor advertising to Ohio and New York state markets as a result of its initial use test early this year.

A. M. Johnson to president, Canteen

Arnold M. Johnson has been elected president of Automatic Canteen Company of America. He succeeds the late Elmer F. Hinkle. Johnson retains the position of Vice Chairman of the board, a post he has held since 1953. Nathaniel Leverone remains chairman of the board.

Vitamin pops bow in New York

It has been reported that Pop-A-Day vitamin lollipops, will launch a heavy advertising campaign in the New York City area as a test before national distribution. The promotion campaign will concentrate on drug and department stores.

Richardson's mints now in industrial bulk pack

Richardson's pulled cream mints in the popular midget size are now available in ten pound tins for institutional use. The mints are packed all white and in assorted pastel colors, and are designed for use in restaurants, clubs, hotels, etc.

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Junior Achievement
PROVING GROUND FOR AMERICA'S FUTURE LEADERS



Spectacular for Cracker Jack

The Cracker Jack Company has installed a large rotating sign above its general office building. The face measures 30 feet by 14½ feet and is a replica of the Cracker Jack package enlarged 4000 times. The opposite face carries a replica of the Campfire Marshmallow trademark and the end panels, 6½ feet wide by 14½ feet high, carry the familiar Cracker Jack sailor boy and his dog.

Mars starts plant addition

Mars has started construction of a one-story addition to its Chicago home plant which will add 100,000 square feet to its present facilities. It will double the number of truck loading positions and includes space for rail cars.

Hebert adds fifth roadside store

Herbert Candies has bought a large home on Route 1 in Norwood, Massachusetts on the Boston-Providence Highway which will become their eighth retail store in New England. It will be the fifth roadside store.



Almond Rum Patties

Here's a candy that can set folks to talking about your line. Almond Rum Patties *belong* in quality assortments. Smartly packaged and labelled they might make history as a three-piece "bar". Try them. Make them with Blue Diamond diced-roasted ready-to-use almonds, or order sheller-run grade, or thrifty whole-and-broken, then roast and chop in your shop. For samples and prices write on your letterhead.

Blue Diamond ALMONDS

CALIFORNIA ALMOND GROWERS EXCHANGE

BLUE DIAMOND BRAND

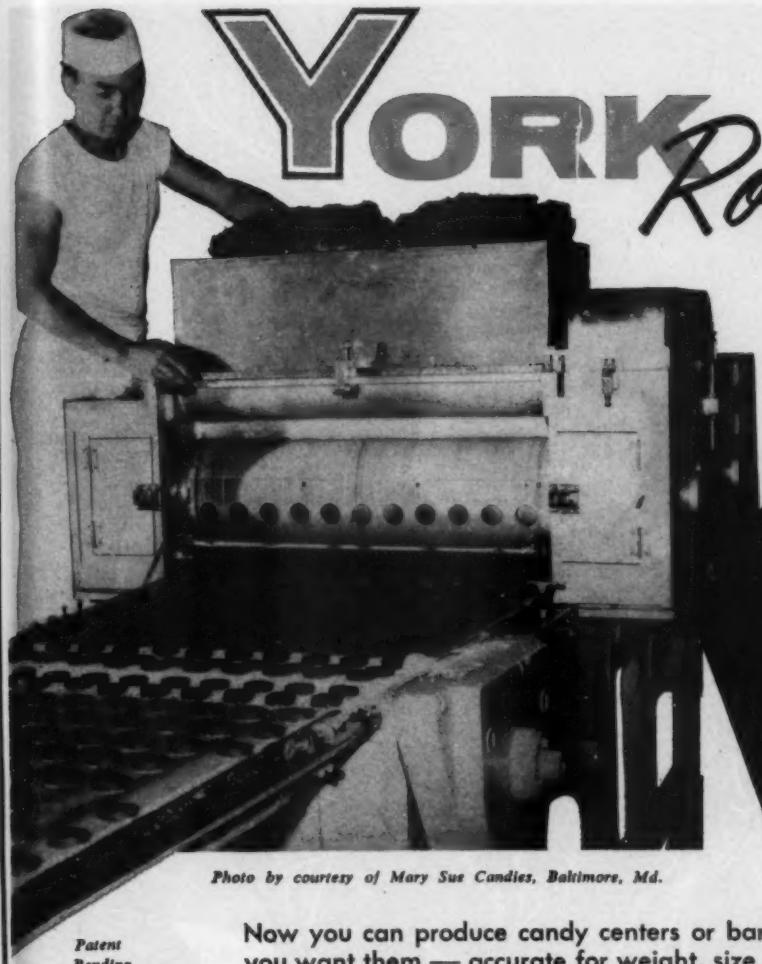
Sacramento, Calif. Sales Offices: 100 Hudson St., New York 13, and 549 W. Randolph St., Chicago 6

Here's the formula

50 lbs. white sugar
5 lbs. brown sugar
6 lbs.corn syrup
1½ gals. manufacturing cream
½ gal. water
2 oz. salt
4 lbs. frappe'
25 lbs. Blue Diamond Diced-Roasted Almonds
Rum flavor as desired

Cook sugar, corn syrup, cream and water to 242° F. Add salt any time after the boil. Pour on cream beater and allow to cool. Add flavor while the batch is cooling. Add frappe' and almonds just before the batch comes up. Form in flat round patties and dip in milk and dark chocolate.

YORK Rotary Portion Former



Cuts Costs... increases production of uniform portions.

Photo by courtesy of Mary Sue Candies, Baltimore, Md.

Patent Pending

Now you can produce candy centers or bars just the way you want them — accurate for weight, size and shape and uniformly ejected in unsurpassed quantities per minute — with the York Rotary Portion Former.

- Operating on a new principle, the York Portion Former does not extrude but forms and shapes each portion individually.
- Vacuum forming prevents damage to the most delicate ingredients so that a wide variety of confections and candy mixtures may be used.
- No starch or starch casting equipment is needed. It eliminates slabs, scoring or cutting equipment. Takes candy cool enough to be coated and forms as many as 1800 small pieces per minute . . . handles up to 2500 lbs. of material per hour. Each machine is equipped with variable speed regulator.
- Continuous operation through to enrober requires no storage between processing stages. Saves valuable plant space.
- Cuts costs, too! One York Rotary Portion Former paid for itself in only four months, through reduced labor time and costs.

York Rotary Portion Formers are available in three sizes: 16", 24" and 32" widths.

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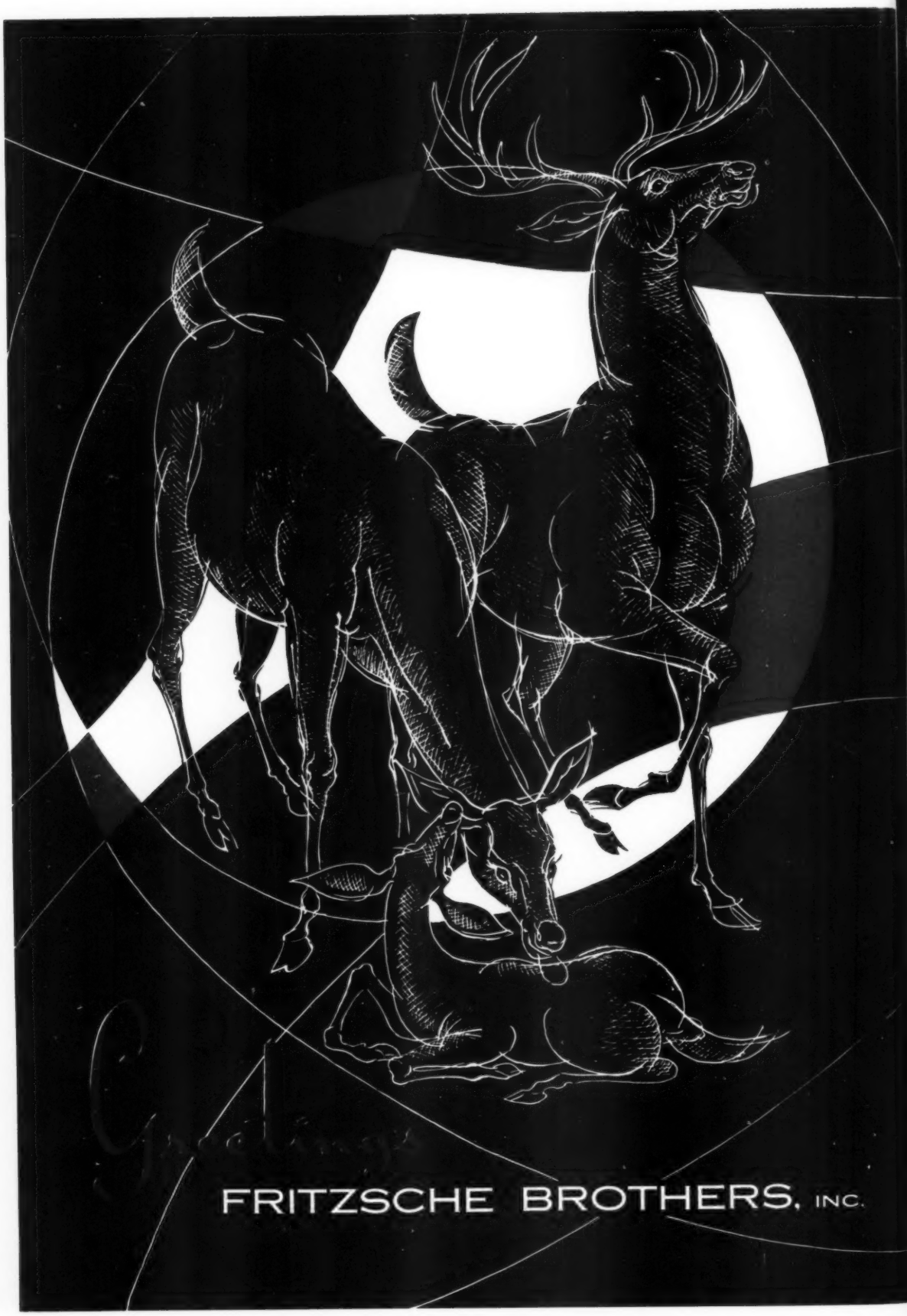


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YORK, PA.

PLANT: Columbia, Pa.
PHONE: MUtual 4-2138

Manufacturing Agent: John C. Motter Printing Press Co., York, Pa.


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the Manufacturing Confectioner

with International Confectioner

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December 1957 Volume XXXVII—Number 12

Edited and Published in Chicago

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COVER: An operation seldom seen these days, the hand rolling and twisting of canes and sticks is an art almost lost among modern candymakers.

Founder—Earl R. Allured **Publisher—P. W. Allured**
Editor—Stanley E. Allured **Consulting Editor—Thomas F. Sullivan**
Technical Editor—Wesley Childs **English Representative—M. G. Reade**
Eastern Manager—James W. Allured **Sales Manager—Allen R. Allured**
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Retail candy promotion in high gear

The popularity of candy knows no bounds. The fact is being well illustrated in publicity appearing nationally as a result of material released during the past two months by the Theodore R. Sills company for the Retail Candy Store Institute.

Televiewers across the nation saw actor Boris Karloff extol the merits of a box of candy he presented to Rosemary Clooney on her NBC-TV network show, Thursday, October 31st. Less than two weeks later, 25 "teen-age queens" received boxes of candy as a special prize from the Retail Candy Store Institute on the CBS-TV Network show, QUEEN FOR A DAY. During the presentation emcee Jack Bailey commented that "boxed candy is always the perfect gift for a lady of any age."

Newspapers across the country carried stories and photos expounding candy's gift appeal, its nutrition, its use as a reward and as a tasty snack item. Representative feature stories and photographs covering two other subjects—giving candy to the teacher (at the start of the fall school season) and including fresh candy in the school lunch—were featured prominently in such papers as the Mobile (Ala.) Press, the Wheeling (W. Va.) News-Register, Sarasota (Fla.) News, Wilkes-Reading (Pa.) Times.

During "Sweetest Day" a variety of publicity news and picture features placed by the RCSI appeared in newspapers in Chicago, New York, Mobile, Boston, Oklahoma City, Miami, Austin, Denver, Phoenix, Spokane, San Angelo (Tex.), Charleston (W. Va.), Huntington (W. Va.), Jersey City, Peoria (Ill.), Springfield (Ill.) and many other cities.

Syndicated columnist Mel Heimer reminded his 10 million readers that Saturday, October 19th

(*Continued on page 22*)

CONFECTIONERY ANALYSIS and COMPOSITION

By
Stroud Jordan, M.S., Ph.D.
and
Katheryn E. Langwill, M.S., Ph.D.

This volume, first published in 1946, is still the only published reference work on the subject of confectionery analysis. The pioneering work done by Dr. Jordan remains the standard in the field, making a second printing of his book necessary. This printing is in all respects identical to the first printing.

This volume concerns itself with applicable data that covers the composition of basic raw materials as well as that of the finished confections in which they have been employed.

In assembling this volume reference is made to applicable methods. Where satisfactory methods of analysis are of general knowledge they are incorporated by reference. All specially developed methods and procedures are incorporated in detail.

In the reconstruction of formulas from analytical data, certain basic assumptions must be made, and these are thoroughly explained. The second part of this volume deals with the several confection groups, and full discussion of particular analysis and calculation of composition problems of each group are discussed.

Use the order form below, your book will be mailed as soon as copies are available.

Chapters

Moisture (Ch. 1)
Ash (Mineral Matter--Ch. 2)
Sugars (Ch. 3)
Starches (Ch. 4)
Proteins (Ch. 5)
Fats (Ch. 6)
Colloidal Materials (Ch. 7)
Nuts and Fruits (Ch. 8)
Acids (Ch. 9)
Incidental Materials (Ch. 10)
Reconstructed Formulas (Ch. 11)
Hard Candy (Ch. 12)
Coated Candies (Ch. 19)
Sugar Cream (Fondant Ch. 13)
Fudge (Ch. 14)
Caramels and Toffees (Ch. 15)
Marshmallow (Hard & Soft Ch. 16)
Nougat (Ch. 17)
Gums and Jellies (Ch. 18)
Coated Candies (Ch. 19)
Appendix

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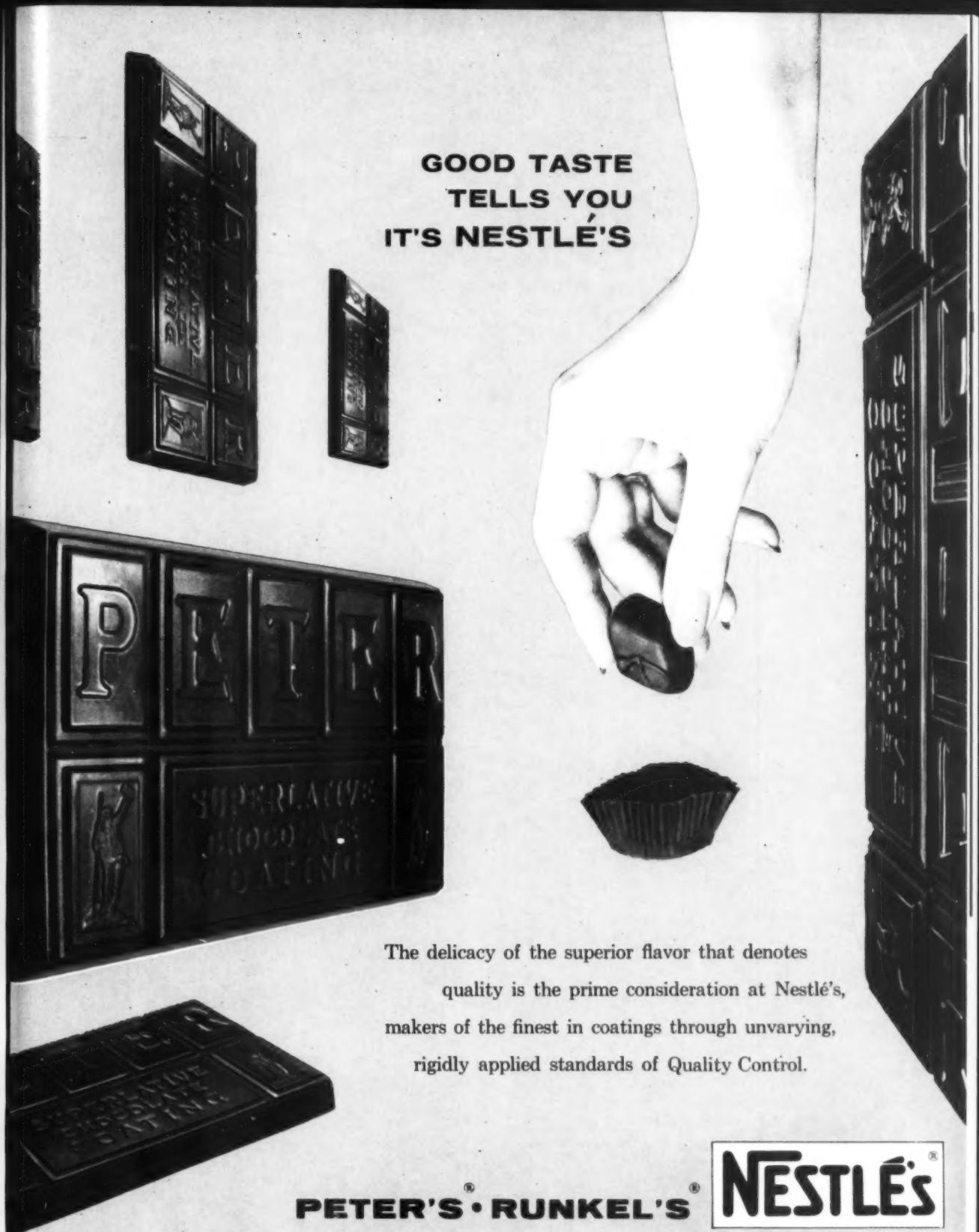
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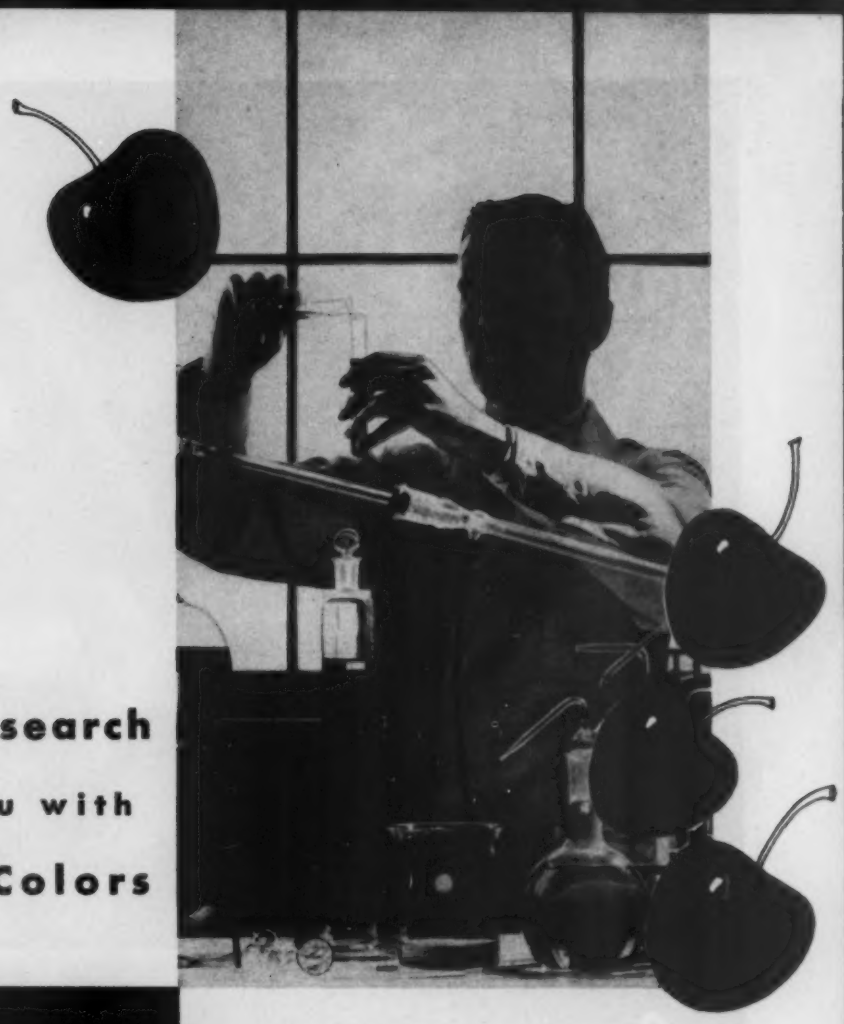
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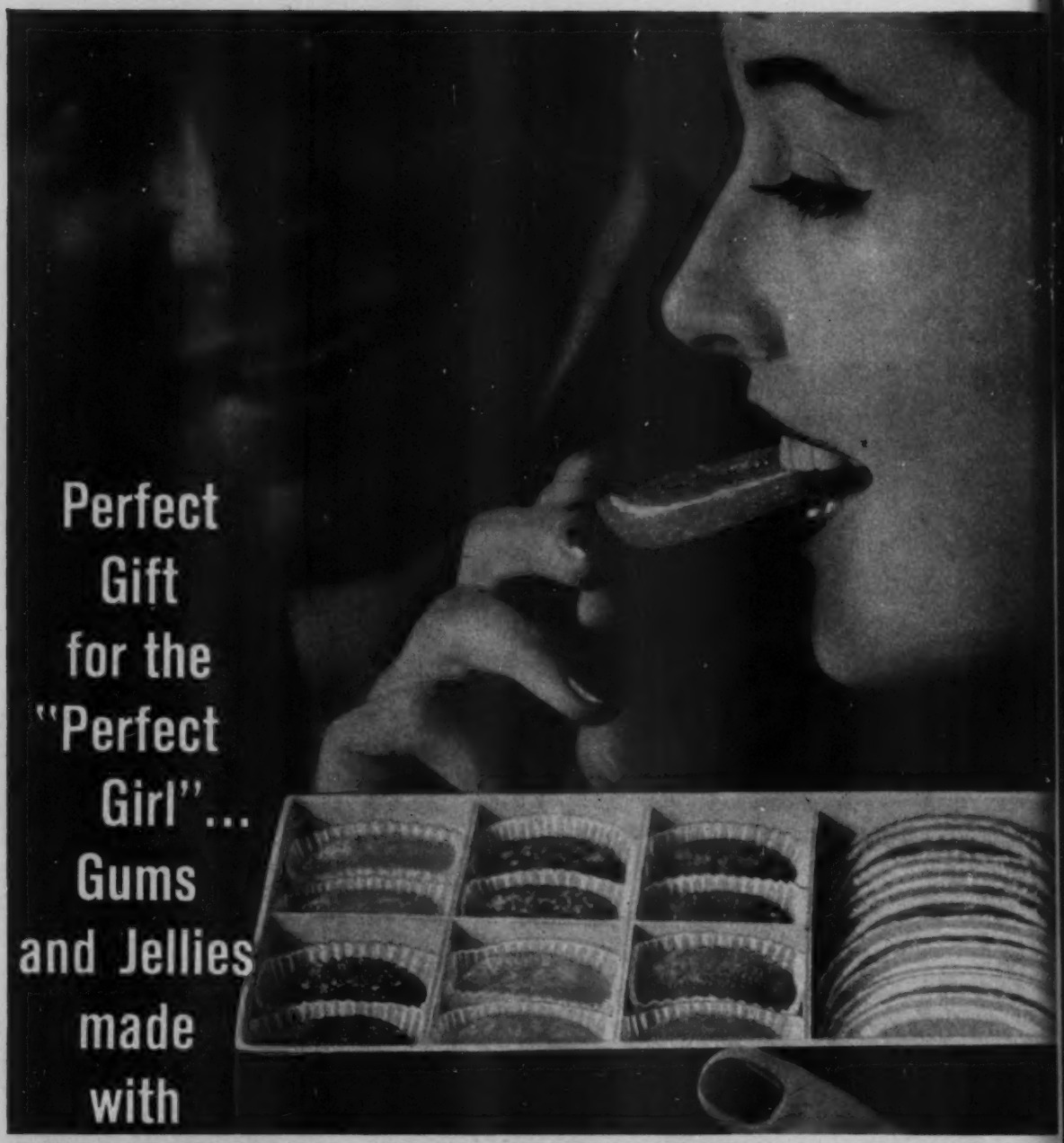
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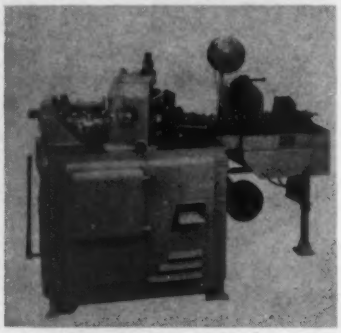
Conservatively, 100 boxes per hour* of 120 count

Maximum direct labor—two people into the box

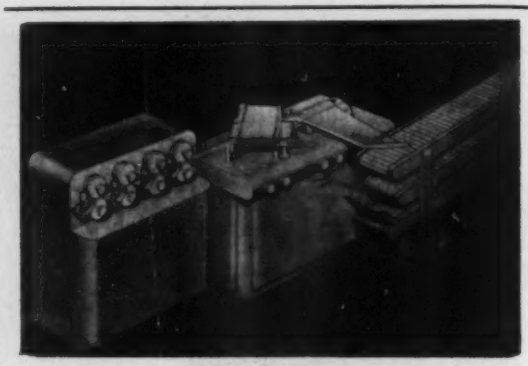
A second Latini unit can be operated with the same two people

*based on a 50 minute hour

LATINI DIE POP MACHINE WITH WRAPPING ATTACHMENT



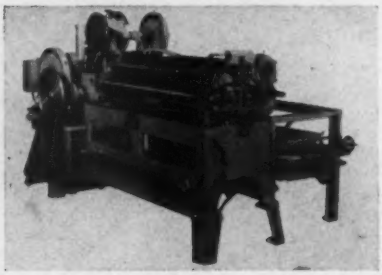
225 formed and wrapped pops per minute.
Low labor cost operation — one operator does the work of four people.
Die pop is free of fins — eliminating scrap.
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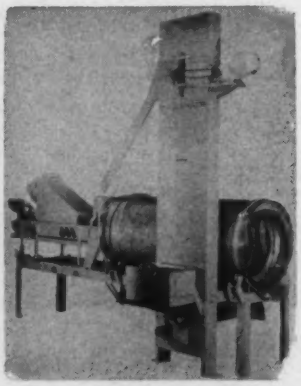
HOHBERGER BALL MACHINE



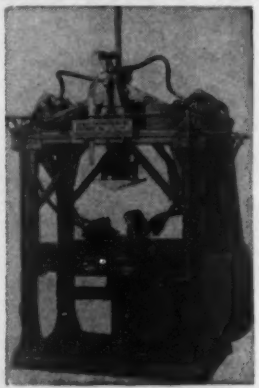
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er



the Manufacturing Confectioner

December, 1957

Volume XXXVII—Number 12

A discussion of the market for dietetic candy

BY WESLEY CHILDS
Knechtel Laboratories, Inc.

As a result of a number of inquiries on dietetic candies, we are presenting in this article some basic material on this type of candy. Dietetic candy is a specialty and many problems rise in its formulation and manufacture which must be considered. Far too little thought has been devoted towards finding a solution to these problems.

No doubt some market exists for dietetic candies, but exactly what the size and scope of this market may be no one knows. Many supermarkets carry large stocks of dietetic foods. These consist mostly of canned fruits, jellies, salad dressings, imitation syrups, beverages and desserts; little dietetic candy may be seen.

Candy, as a food, occupies a peculiar position. A specific provision in the Federal Food & Drug Act states that candy must contain no non-nutritive ingredients, with a few minor exceptions such as glaze, color, etc. Sugar and corn syrup form the bulk or mass of most candies. The soft-drink bottler has formulated dietetic beverages rather easily; his chief bulk ingredient is water. To replace the main ingredients of candy is not so simple. So we may consider that the inclusion of non-nutritive substances in dietetic candies is almost imperative. It is up to us candy people to suggest and insist that the definition of candy be modified by the various Regulatory Agencies (City, State and Federal) to permit greater latitude in the use of non-nutritive substances. After all, definitions and standards for food products result from collaboration between industry and government. However, such action as the changing of standards takes time. Meanwhile, it is possible that temporary permits might be secured for the purpose of conducting marketing tests on dietetic candies containing appreciative amounts of non-nutritive ingredients. The synthetic gums of which CMC or sodium carboxymethylcellulose is an example, may offer the means of increasing the bulk or mass of a surgarless candy.

An obvious approach towards a type of dietetic candy would be to decrease the carbohydrate or fat content: in other words, to use some natural sweetener and fat, but acquire the necessary sweetness expected of candy by adding an artificial sweetener. Of course, any reduction of fat will markedly lower the carloric value of the resulting candy because fat has a caloric value two and one-fourth times that of protein or carbohydrate. However, the public has become accustomed to low-calorie foods and it is unlikely that a dietetic candy containing any sugar would meet with approval.

To digress, sugar contains 385 calories per 100 grams. Many people have been led to believe that sugar and other carbohydrates are fattening. Nutritionists have disproved this and state that if the caloric intake is greater than the calories ex-

pended in work, then the excess calories will show up as fat. Facts are sometimes slow in being accepted. A candy containing artificial sweeteners and free of sugar or corn syrup would seem to be the type of dietetic candy in demand.

Two artificial sweeteners, cyclamate and saccharin, have been widely used in dietetic foods. The former is about 30 times sweeter than sugar and the latter is about 400 times sweeter than sugar. Sorbitol and glycerin show considerable sweetness but these products have the same caloric value as carbohydrates. Mannitol is expensive but it can be considered because it does not supply any calories according to some authorities or only two calories per gram, according to others.

Let us consider the ingredients most desirable for formulating a dietetic candy, forget our candy training and experience, and try to develop something new and different. For a start, let's find out what can be done with egg albumen, specially processed flours (cottonseed, peanut, soy, etc.), fruits and fruit juices, gelatin, gums, low methoxypectin, milk proteins, and low fat coatings plus the sweeteners, cyclamates (sodium or calcium cyclohexylsulfamates) and saccharin. Incidentally, some workers in the field have found that a mixture of the two artificial sweeteners gives a better "sweet" taste, than either used separately. Preservatives such as sodium benzoate or sorbic acid may be required because the preserving quality of the high concentration of sugar in usual candies will be lacking in these dietetic ones. Then, if nothing of satisfactory nature results from these experiments, small amounts of other ingredients could be added.

From tables of food composition, readily available, and the knowledge accruing from the formulation, the approximate composition and caloric value can be calculated. A chemical analysis is almost mandatory because of the informative labeling required by the Regulatory Agencies.

A visit to these Agencies (City, State and Federal) will likely pay dividends. A sketch of the proposed label for the dietetic candy may be submitted for approval or recommendations, thereby saving much future trouble and avoiding unnecessary printing expense.

The Federal Regulations on the labeling of foods used in the control of body weight or in dietary management with respect to disease require:

1. The percentage by weight of protein, fat and carbohydrate,
2. The number of available carbohydrates per specified quantity,
3. The percentage by weight of non-nutritive substances, and
4. If the product contains an artificial sweetener or sweeteners, the statement, "Contains—per cent of (cyclamate, saccharin), a non-nutritive, artificial sweetener which should be used only by persons who must restrict their intake of ordinary sweets."

Now, when we know that hard candy contains about 383 calories, sweetened milk chocolate about 503 calories and peanut brittle about 441 calories per 100 grams, we can fully realize that the formulation of a good-tasting dietetic candy is not an easy task.

Then, too, the legal complications must be overcome. Principally, the usage of non-nutritive or "filler" ingredients needs clarification. Many natural foods contain non-nutritive substances in considerable amounts, for example, raw black raspberries have 6.8 per cent of crude fiber.

Finally, and vitally important, is the flavoring problem. Flavor is intimately linked with texture. Over the ages, mankind has acquired a liking for candy. The natural sweetness inherently embodied in confections has been augmented through the discriminate incorporation of intriguing flavors. Palates have become inured to the textures of the various kinds of candy. A creamy fudge, a smooth fondant, a short nougat and a chewy caramel, for example, are descriptive terms connoting desirable attributes of certain confections. Dietetic candies of low-calorie content made with artificial sweeteners and quite possibly containing "fillers", must be so flavored and so concocted that the "mouth effect" will simulate that of the usual candy which so many of us enjoy.

A good dietetic candy should appeal to diabetics and other persons who have reason to purchase dietary foods. Much thought and effort will be required to engage in this endeavor. But if we wish to increase our confectionery sales and expand the consumption of candy, should we not face this challenge?

Retail candy — continued from page 11

was "Sweetest Day" and advised them to follow the RCSI's advice to "take your sweetest one a box of chocolates."

The Retail Candy Store Institute and the great national pastime of baseball combined to focus national attention on candy on two separate occasions. First they proclaimed pitcher Lew Burdette of the Milwaukee Braves as "Sweetest Man of the Year" following his outstand

the New York Yankees three times in the World Series. The United Press released the story to 1200 newspapers reaching more than 45 million readers.

Then during a special banquet in Los Angeles welcoming the Dodgers to the city, the RCSI presented the team with a 5'x5' box of candy containing 1,200 pieces of freshly packed chocolates. The welcoming message, "Los Angeles Is Sweet on the Dodgers" was spelled out in bon bons against a background of dark chocolates. The country's three major wire services, two national newsreel companies and the CBS-TV syndicated film service all recorded the event and spotlighted the unique candy welcome for millions of readers and viewers throughout the country. In addition, Sports Illustrated, Time-Life's weekly sports magazine carried a photo of Dodger slugger Duke Snyder posing with the candy.

Let's tap the great potential volume in vending

I had occasion to visit an industrial plant on personal business recently, and in the course of my visit found that the primary method of employee feeding was through vending machines. Wonderful machines they were; providing hot and cold food of a wide variety in many convenient locations throughout the working area. Due to an occupational inclination, I invested a few minutes in determining the extent to which candy was available in these machines and what candies were in them. My incomplete survey showed that one machine in six vended candy; that the candy vending machines were, on the whole, the oldest machines on the premises; that there was quite a variety of candy vending machines in use and that the usual machine carried six varieties of candy bars. Most of the items were 5c bars.

An inspection of the candy in the machines did not prove very enlightening. Some of the bars I was fairly familiar with, though many were strangers to me. In the half dozen machines I saw, there was only one bar that could, by any stretch of sales vocabulary, be called a best selling piece of candy.

True to the occupational hazard mentioned above, I invested a nickel in a bar which was totally unfamiliar to me. For the good of the candy business, I hope this bar remains totally unfamiliar to the consuming public. The raw materials in the bar were not worth the nickel, and the taste of the bar was worth less than nothing.

This experience was not totally new to me and I am sure that many who read this have had a similar experience.

Let's look for a minute, however, at what might be deduced from the above facts together with some of the well known conditions in the vending business.

Vending is freely acknowledged and recognized to be a growth industry in this country. In the last ten years, the volume of products sold through vending machines have increased tremendously. The variety of products sold through vending machines have multiplied many times and the number of machines in operation has grown by leaps and bounds.

During the 1930's when vending was first recognized as an industry and the first sizeable companies grew out of one-man operations, candy was the principal vending product. During the war the potential value of vending for economical mass feeding was first generally recognized, and since that time its growth has been tremendous.

And what has happened to candy in vending machines? It has taken last place consistently over the years in percent of increased sales through vending machines among all products sold. Its position has been changed from the primary product that was pushed and promoted by the vending operators to a 'dog' that nobody, but nobody, pushes.

A manufacturer asks a vending operator why he doesn't push candy and the answer is instantaneous "I can't make money on candy". In most cases, at least from what we've seen in public, the manufacturer reports "Oh, yes you can, just look at the volume and turn over that the best known brands can give you."

There's probably nothing as notoriously unproductive of good will and understanding as telling a man that he doesn't know how to operate his business, especially if that man has had a substantial yearly increase in business sales volume and profit, and candy manufacturers relations with the vending field has certainly been unproductive in the last few years.

Let's try and separate out some fact from the welter of accusation and incrimination that has possessed this field of discussion in public conventions in recent years.

In the first place, if the vending operator says



that he loses money on candy, the candy manufacturer has no alternative but to accept that statement as a fact, and to predicate any further discussion of this field on that fact.

In the second place let us refer back to that lousy excuse for a bar of candy that I got for my nickel a couple of days ago. I believe it would be generally accepted as a fact that those candy bars, which have proven by their sale over the counter to have the greatest consumer acceptance and preference, are not available to a proportionate extent in vending machines. In other words, they do not sell in that same proportion through vending machines due to their lack of availability in vending machines.

The reason for the dearth of best selling brands of candy bars in vending machines goes back to the profitability factor. Vending operators feel that they must buy at or below a certain maximum price in order to give them the margin required to operate candy machines. Since the best known bars demand top prices, the net result is that vending operators use a minimum number of them and fill in with lower cost merchandise to bring their average cost to an acceptable level. This practice of the trade leads, in turn, to widespread availability in vending machines of brands of candy that are not in great demand on retail counters.

This ready market for candy bars at a price has led to the production of bars that are made to this price and, therefore, invariably contain less consumer value for the sales price than is found on retail candy counters.

The inescapable conclusion that can be drawn from the facts in the preceding paragraphs is that the sales volume through any given vending machine is lower during any given period than it would be if it were stocked strictly on the basis of bars with the greatest proven consumer acceptance in that particular locality.

At this point, we could get back into the argument of sales volume vs. sales margin. Since, however, this subject has been notably unsuccessful in the past in producing good will and understanding we will take a different tact.

Let's try to take a strictly positive approach to this general problem and see where it leads us.

It would be a tremendous boost to the candy business in general, and the bar business in particular, if all vending machine operators aggressively sold candy. If candy sales in vending machines could chalk up the percentage increases that have been enjoyed by soft drinks and even cigarettes, the industry would have real cause for jubilation.

But what can be done to make the vending operator interested in pushing candy? Every train of thought on this question leads logically and invariably to one conclusion. The sale of candy must be made profitable to vending operators. It must pay them to buy newer machines of larger capacity. It must pay them to seek aggressively for new locations for machines. Even those where only candy can be sold and not teamed with other food products.





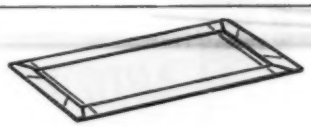
Break through a tradition barrier . . . with

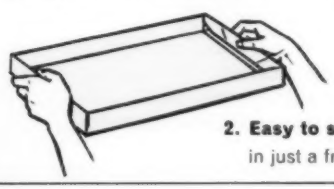
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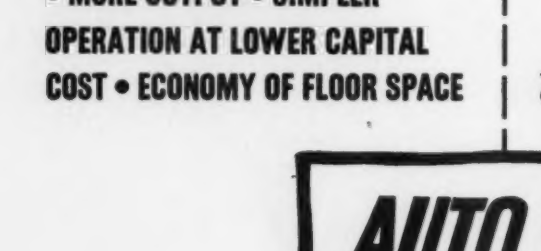
wrapping?

WHEN IT'S

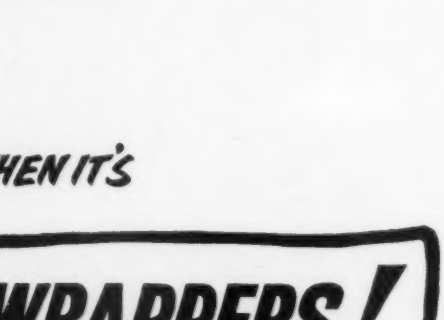
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Unfortunately, the answer to this problem has not come invariably and logically. If it were simple, it would have been discovered and exploited long ago.

In order to end this lengthy discussion on a constructive note we will follow with an idea that at least has some novelty, and perhaps a passing claim on merit.

This problem is basically one of pricing. The best known candy bars are priced to give the greatest consumer value and the minimum sales margin at wholesale and retail levels, and yet get maximum distribution at the retail level. The manufacturer of candy bars is actually boxed in very tightly between the opposing interests that he must satisfy. The primary requirement of consumer value takes first precedence. Yet, consumer value is worthless without distribution and distribution must be paid for. The present pricing of candy bars must provide for a wholesalers margin, for a retailers margin, for national advertising and for profit.

There is very little place in the present competitive candy bar business for a single comparativelv small segment of the candy distribution field, such as vending, that requires a sales margin higher than that required by the traditional and major distribution medium, the candy wholesaler and independent retailer.

This seems to lead us to a dead-end. There just seems to be no place for vending operator who requires a lower cost than the present 76 to 80c price of the better known brands of candy for resale at 5c.

The manufacturer who makes up a special vending pack of 5c bars that provides a substantially lower price per bar than provided in the standard wholesalers pack, is at least ignoring his own cost records, and probably the law as well.

However, as mentioned above we will try to end this discussion with an idea that we believe is worthy of some discussion.

There is precedent in the food field for consumer packages of the same size and description to have a difference in consumer value, either in weight, volume, or quality, in order to provide for a true difference in price to different types of retail outlets to meet a price problem. It would seem logical for bar manufacturers to investigate this possible solution. This would mean that a well known nationally distributed 5c bar might be made 5% smaller, but carry the same package, with only a difference in weight noted, for the purpose of selling through vending machines. This may or may not have a slogan "vending pack" or some such identification to readily identify the difference in quantity, but not quality, to the consumer. It would depend upon its well known brand and proven consumer acceptance to carry its sale through vending machines in competition with larger and less well known bars. It would be up to the consumer who regularly buys at vending machines to determine whether this smaller but well known bar would outsell the larger, lesser known, bar that presumably has less acceptance.

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Candies have to *stand out to sell out* in today's competitive market. That's why more and more leading brands are appearing in sparkling Saran Wrap*, the packaging that adds the eye-appeal . . . the look of freshness shoppers can't resist. It has taken candies to new sales highs!

Saran Wrap is the completely transparent plastic film that puts candies on display at their best. It's soft, pliable and tough enough to keep packages in shape even on self-service counters. Saran Wrap is moisture-proof . . . so candies retain all their freshness and flavor. It adds the look that wins impulse sales and the protection that assures repeat sales.

Time to give your products a sales lift? Then send them to market in Saran Wrap. And be sure to add the Saran Wrap hallmark of protection to your packages. It's the name millions of homemakers know as the finest in food protection. Dow packaging service is ready to help you†. THE DOW CHEMICAL COMPANY, Midland, Michigan, Plastics Sales Dept PL1629 D. *Trademark of The Dow Chemical Company*

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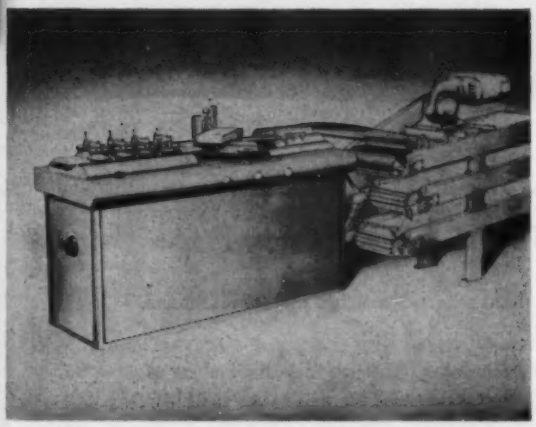
A fully automatic web splicer has been developed to eliminate down time due to roll changes on automatic packaging and wrapping machines. The unit integrates with overwrap machines and attaches, by splicing, a new roll of wrapping material to the depleting roll at the last full-printed panel. Registration is automatic and the operation takes place without the presence of an operator and without stopping the wrapping machine.

For further information write Butler Automatic Machine, Inc., Box 391, New Canaan, Connecticut.



An automatic truffle cutting machine has been developed that makes automatic two-way cuts on slabs of truffle and similar candies. The unit will make two-way cuts on size slabs per minute. The size slab is 9" by 13¾". The plate and plungers are nickel plated and chrome plated. The knives and plungers are interchangeable for different size pieces.

For further information write Carle and Montanari, Inc., 95 Temple Avenue, Hackensack, New Jersey.



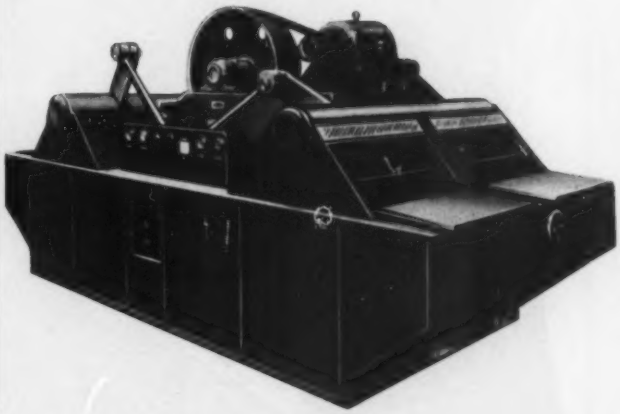
A new model stick machine called the M.F.P. Stick-Master has been developed that produces at a rate of up to 1500 inches a minute. It is equipped with an electronic speed control that starts the candy rope

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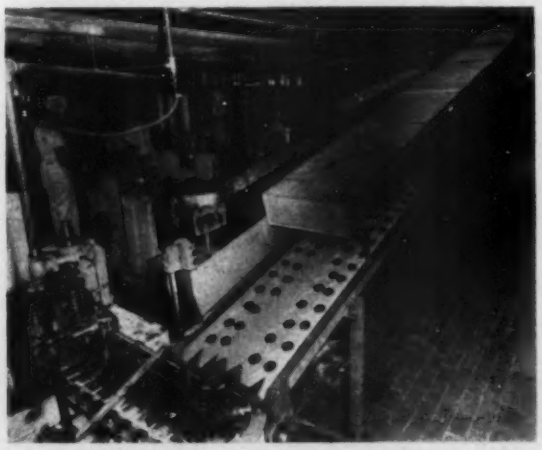
AMERICAN VISCOSE CORPORATION, Film Division, 1617 Pennsylvania Boulevard, Philadelphia 3, Pa.

slowly through the sizers and twister. It then speeds up to full production.

Conventional sticks as well as straight-sugar or honey-combed sticks can be turned out at these high speeds. The cutting device can be changed easily from square to diagonal on lengths up to 15" and with diameters from ¼" to 1¼".

The three-tier cooling conveyor supplied with this machine, is of special roller construction that guarantees straight sticks.

For further information write John Sheffman, Inc., 152 West 42nd Street, New York 36, New York.



Smooth non-porous Koroseal belts are being used by Charms Company to move the warm pops from a die-pop machine to the wrapping machines.

For further information on these belts write B. F. Goodrich Industrial Products Company, Akron, Ohio.

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van Ameringen-Haebler has named **Dr. Ernst T. Theimer** Director of Research for the Company. Theimer has been with the firm in various research activities since 1931. He has long been active in the Essential Oil Association and is chairman and founder of its Instrumental Anaylsis Committee.

The Barsotti and Owens Brokerage Company has been formed in Chicago as a partnership between Albert V. Barsotti and Ray Owens with offices at 1220 West Morse Avenue. The firm will specialize in the sale of bulk products to the food industry.

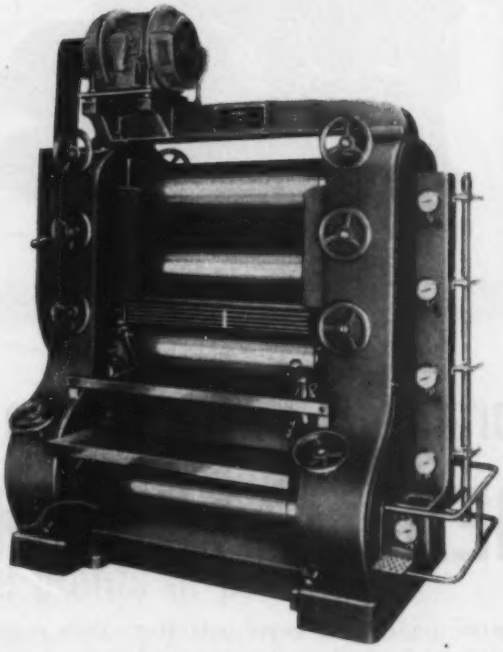
Barsotti has been in the pecan business for 28 years and was, for a time, president of J. Barsotti Pecan Company. Owens was Sales Manager for the Southern Pecan Shelling Company and remained as Product Manager for the firm when it was purchased by Standard Brands.

Milprint, Inc. took eight awards in the National Flexible Packaging Association's 1957 competition for a variety of products that gave outstanding recognition to the packaging company's creative versatility. More recently, its parent company, **Philip Morris, Inc.** received the Packaging Institute's highest accolade, the 1957 Corporate Award, at the 19th Annual Forum of the Packaging Institute.

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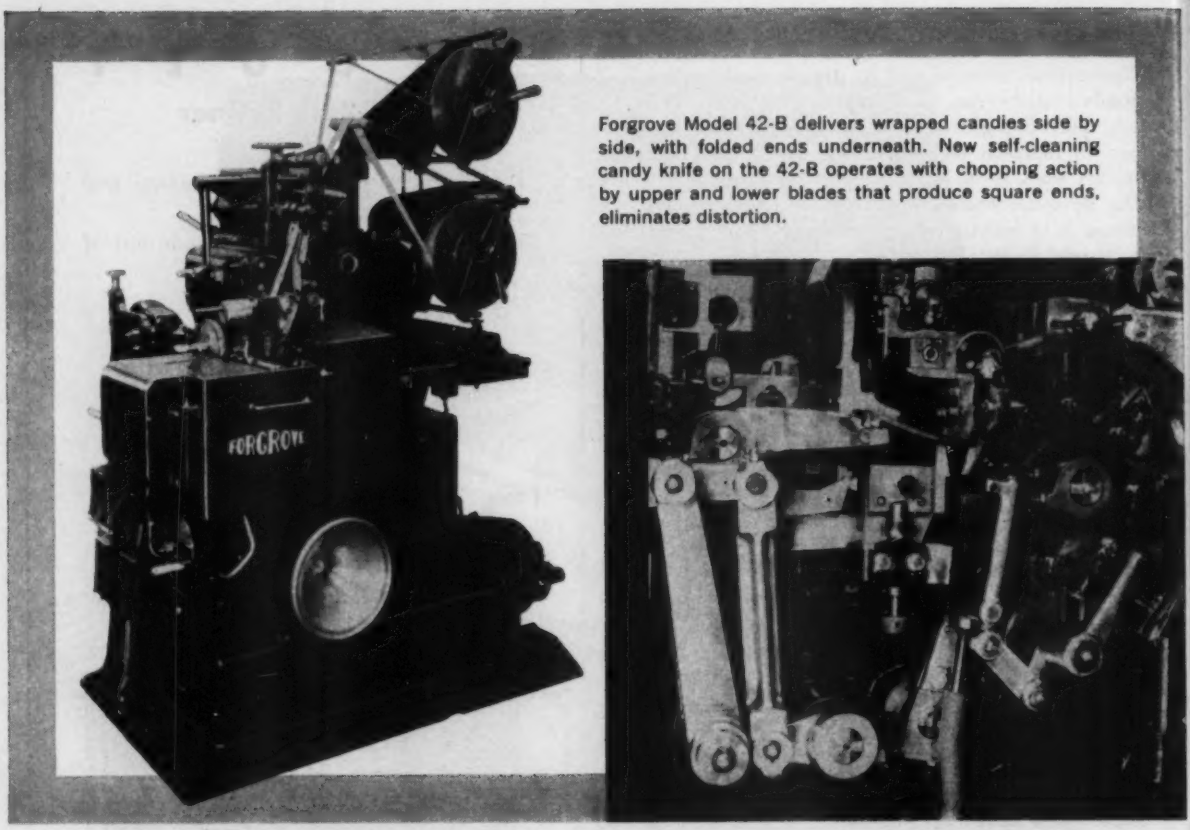
We are also manufacturers of:

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Forgrove Model 42-B delivers wrapped candies side by side, with folded ends underneath. New self-cleaning candy knife on the 42-B operates with chopping action by upper and lower blades that produce square ends, eliminates distortion.

Forgrove 42 Models Give You Cost-Cutting Speeds,

NEAT, ATTRACTIVE WRAPPING

Now two improved Forgrove units offer versatile, high-speed plastic cutting and wrapping for low-cost volume production. For caramel, toffee or taffy, Models 42-B and 42-C give you greater sales appeal. You may wrap with printed or plain cellophane, waxed paper or reinforced foil outer wraps, with waxed paper or foil inner strips optional.

Model 42-B sizes, shapes and cuts the candy from rope, fold wraps 600 pieces a minute with ends turned under and heat sealed. The new guillotine knife makes sharp, clean square-cuts at high speeds. Caramels thus produced are uniform in shape, neatly wrapped offering the maximum in attractive packaging. Model 42-C cuts from rope and twist wraps at 650 per minute; can also handle whirls. Infeed sizing and feed rolls have been designed for easy removal to speed cleaning.

You can obtain full information on these models, as well as the complete Forgrove line, by calling your nearest Package representative.



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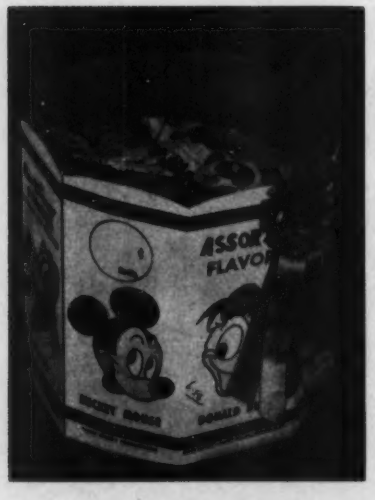
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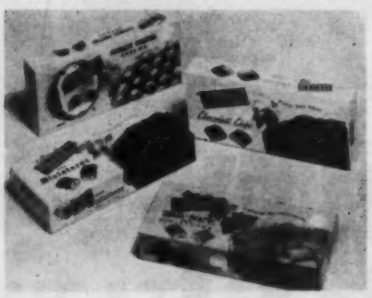
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New Packages



Four Star Candy Company won an honorable mention with this corrugated display box in the Fibre Box Awards Competition. It is designed as a counter display for bags of pops with Disney characters on each pop wrapper.



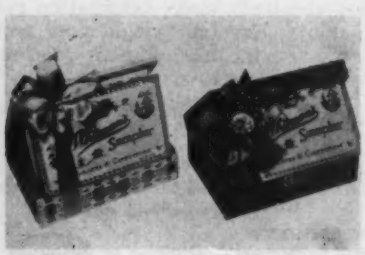
The D. L. Clark Candy Company is using a new opaque cellophane overwrap on its six bar tray. The firm feels that this fully illustrated overwrap is better adapted to display in self-service outlets than the plain unprinted overwrap previously used.



Kraft is using a rotogravure printed foil overwrap for their one-pound package of caramels. The package won honorable mention in the National Flexible Packaging Competition.



D. L. Clark Candy Company are packing Christmas overwraps and stickers with their candy for all retail outlets in preparation for the Christmas season. The overwraps and sticker are packed loosely on top of the candy in each carton rather that being applied to the boxes at the factory. Customers may use these or not, as they prefer. The overwrap is only supplied for the 24-count 5¢ bar package. The stickers, however, are packed with all other packages and may be applied to make a seasonal package out of any of the six-packs or boxed candy of the firm. They are pressure sensitive and are very easily removed for after-season selling.



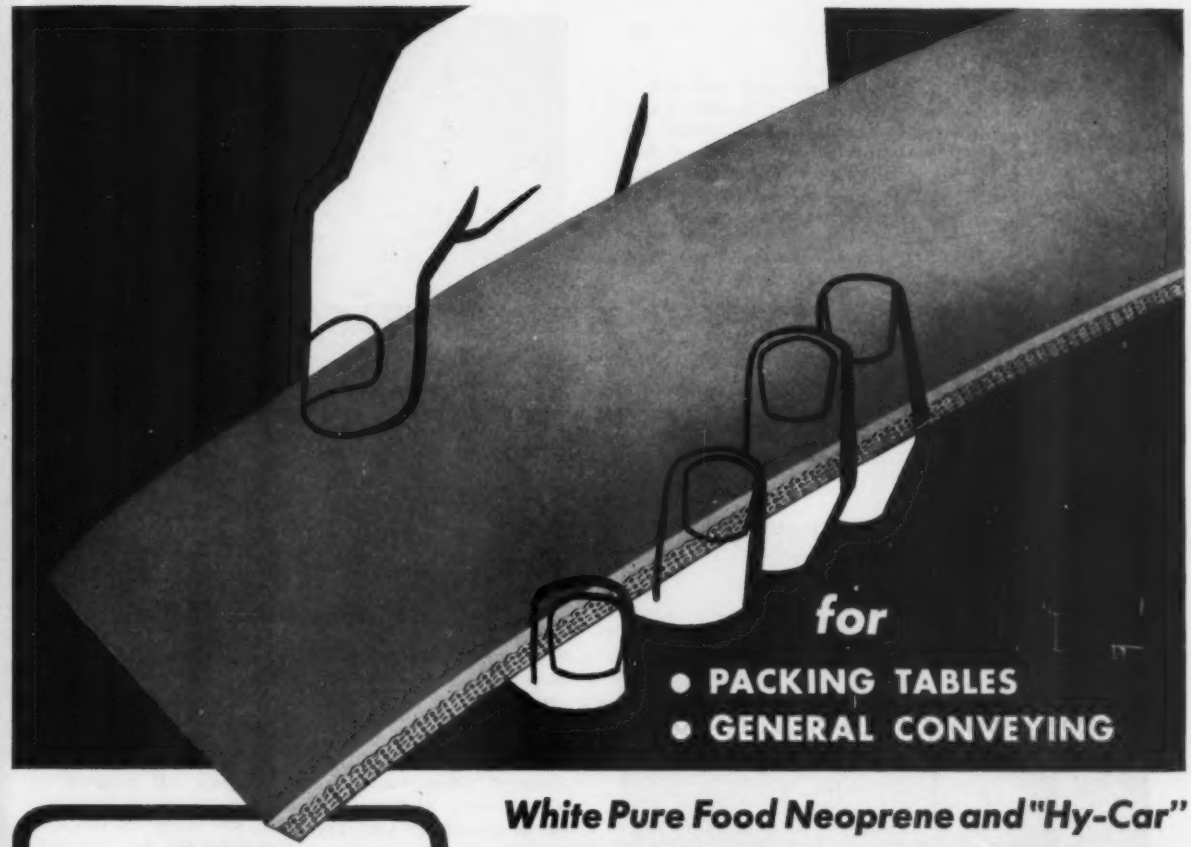
Whitman's is packaging their Sampler in two special packages for the Christmas season. One is a satin lined jewel box, the other a vanity case. Both, with a one pound Sampler, retails for $5.95.



Pez-Haas has developed a new Santa Claus dispenser for their mints. It dispenses a mint when the cap is pulled back.



Schrafft is using this corrugated display carton to ship its "Sweet Time" pound boxes to retail at 98¢. The corrugated carton opens up to a red, white and blue self-service unit suitable for many types of candy outlets.



OTHER VOSS PRODUCTS

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•

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•

VOSSTEX CONVEYOR BELTING—White Pure Food, Neoprene and "Hy-Car."

•

COOLING TUNNEL BELTS—Hi-Gloss . . . Hi-Lustre . . . Kleer-Gloss Heavy made with "Mylar".

•

CARAMEL CUTTER BOARDS

•

BATCH ROLLER BELTING

•

WIRE ENROBER BELTING

White Pure Food Neoprene and "Hy-Car"

VOSSTEX BELTING

Here's a specially-designed, specially manufactured Belt which offers exactly the right combination of features for the most satisfactory performance in Candy plant applications.

The satin-smooth "Vosstex" surface is easy on operator's hands, and candy goods pick off freely. Strongly resistant to oil, grease or juice saturation, you can soap-and-water or steam-clean it with no difficulty ("Vosstex" has high heat resistance, too); and there's no pick-up of odors or tastes with this specially compounded non-toxic top cover. You won't mar or mark products carried.

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How Tuxedo mechanized its chocolate tempering system

BY STANLEY E. ALLURED
Editor

The handling of chocolate coatings at Tuxedo Candy Company has been mechanized to the extent that the tempering and temperature of coatings are entirely automatically controlled. No knowledge of chocolate tempering procedures is required of enrober operators.

All coatings come into the plant in liquid form, and are received into one of four double compartment Stehling tanks for storage, where they are kept at 105°F. and agitated continuously. A recording temperature controller is attached to the water jacket of each of these tanks. A further limit temperature controller is in the water line, which keeps the temperature of the water above 70 and below 110 degrees, regardless of that called for by the main controller. This equipment eliminates the chance of heat damage or cold shock to the chocolate. An eight position strip recorder gives a continuous record of the chocolate temperature in each compartment.

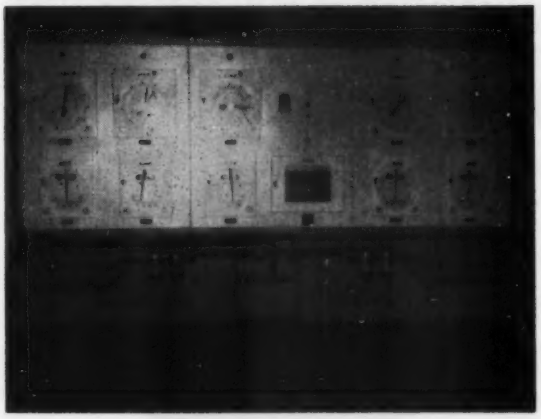
A chocolate mixing kettle is under each tank, and is used to cool coating from 105°F. to the correct temperature for drip feeding. These kettles are controlled by individual recording temperature controllers.

Chocolate tempering is handled by an automatic program temperature controller, that will change and hold temperatures according to a predetermined schedule. Two program controllers are used, one for dark and one for light coatings. This is necessary because of the distinct difference in tempering temperatures required for these two types of coatings.

The program controllers are hooked to tempering kettles mounted on the side of each of the enrobers. These kettles are filled from the enrobers at the end of each days run. The program controller then takes over the temperature control throughout the night. It first raises the temperature to destroy all seed, then lowers it by stages, finally raising it just before the beginning of factory operations to the correct temperature for coating. This procedure provides a tank of tempered coating, ready for enrobing at the time it is needed. During the rest of the day's operations, the enrobers are fed directly from the cooling kettles under the Stehling tanks. This drip feeding maintains the temper in the enrober throughout the day.

At the end of the day's operations, the coating from the enrobers is fed back into the tempering kettles to begin the cycle all over again. This system removes any requirement for experienced tempering personnel, and makes the procedure as dependable as possible.

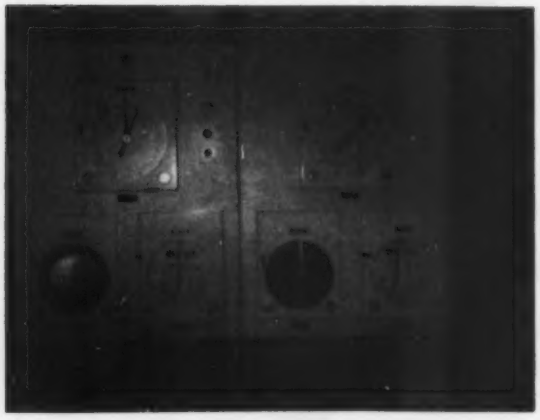
The temperature of the coating in the enrober tank, and of the riser is controlled to extend automatic control to every element of chocolate handling. *The End.*



The two instruments on the left side of this control board control the temperature of the cooling water in the jackets of the cooling kettles near the storage tanks. The one above varies the water temperature to bring the temperature of coating from 110° in the tank, to 92° which is required for drip feeding. The one below sets the limits on the temperature extremes of the cooling water controlled by the instrument above. It will not allow the temperature below 70° or higher than 110°.

The four other sets of instruments each control one of the Stehling tanks. The one above in each case is the water temperature controller to maintain coatings in the tanks at 110°, and the one below is the limit control to avoid too hot or cold water from entering the tank jackets.

In the lower center is the eight point strip chart temperature recorder which records the coating temperature in each of the eight compartments of the storage tanks.



These are the tempering controls for the enrober kettles. The three controls on the left are for dark chocolate, and those on the right are for milk coatings. In both cases, the top instrument is the temperature indicator and recorder, and the one on the lower right, the temperature controller. The time pattern cam instrument on the lower left controls the temperature of the cooling water in the tempering kettles through the night, gradually lowering the temperature until the coating becomes tempered by morning. This time pattern controller is switched off during the day while the enrobers are being drip fed, and the other two components are switched to the chocolate kettles in the chocolate panning room, to maintain them at the correct temperature for that operation. All instruments are from Minneapolis Honeywell Regulator Company.



This view of the Tuxedo enrober room shows the coating lines coming in from the cooling kettles to the enrobers. Since there are four cooling kettles, and four enrobers, sixteen connections must be made so that any cooling kettle could feed any enrober.



This small tempering kettle provides tempered chocolate for each day's start up, though during the day's operations, it is not used for cooling or heating. The four lines from the four cooling kettles in the coating storage room can be seen entering the kettle. The temperature controls for this enrober can be seen on the wall in the background.



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Philadelphia Retail Association Plans Third Annual Award

The Philadelphia Retail Confectioners' Association is making plans for their third annual National Candy Award, to be presented at the association's annual banquet in February.

The Award was inaugurated two years ago to recognize and encourage outstanding contributions to the retail branch of the industry. Candidates are selected on the basis of: product (candy) development, merchandising and promotion, individuality in retail operation, legislation, and exceptional work and leadership in local or regional communities.

The first two recipients of the award were James A. King of the Nulomoline Div. of New York City and Theodore Marquetand of the Marquetand Retail chain in Philadelphia. The Award committee, headed by Otto Glaser of Dairy Maid, and including Ira Minter of Shellenbergers, Ralph Hopkins of Marquetands, and John Young, Young's Candies, is looking for nominations and votes for 1958. They point out that this is not a regional award, that the candidate can be from any part of the country, and also that he does not have to be a confectioner but can be with an allied industry doing business with retail confectioners.

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National Candy Award
Philadelphia Retail Confectioners

Mr. Harry Nuss, Secretary
703 Grove Place, Havertown, Penna.

Enter my vote for the name checked below:

- ☐ Hans Dressel — Felton Chemical Co., Philadelphia
- ☐ George Frederick — Loft Candy Corp., New York
- ☐ Mario Gianini — Blum's, San Francisco
- ☐ John Mavrakos — Mavrakos Candies, St. Louis
- ☐ Tom Newth — Nestle Co., New York
- ☐ Joseph Oliver — Oliver's Candies, Batavia, N. Y.
- ☐ W. C. Smith, Sr. — W. C. Smith & Sons, Philadelphia
- ☐ Charles Welch — Fred Sanders, Detroit

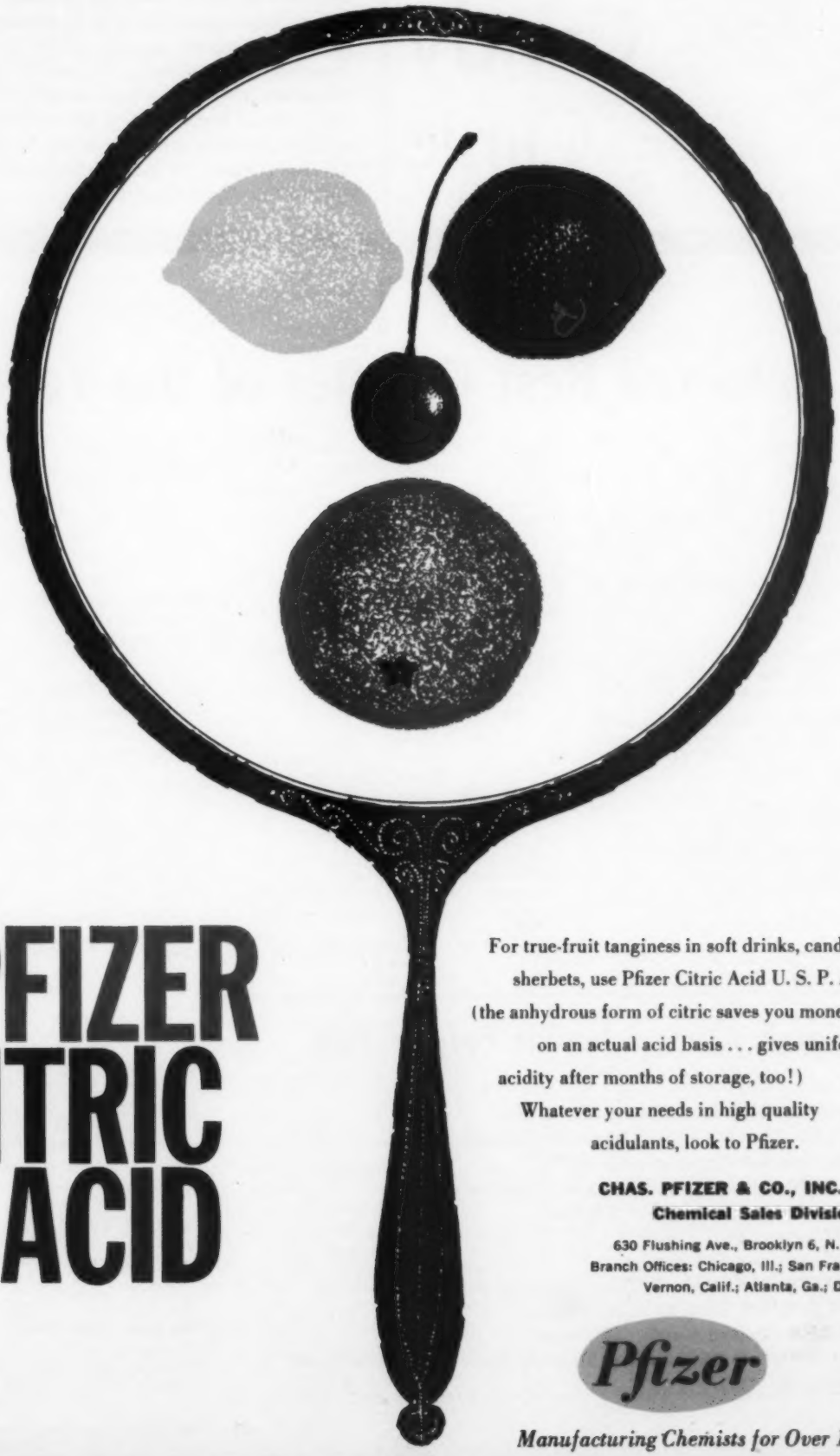
Please add in nomination for the National Candy Award the name of _____

address & firm _____ whose qualifications are outlined in supporting letter attached.

Name _____ Firm _____

Address _____ Date _____

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The MANUFACTURING CONFECTIONER'S

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Selected Best Candies of the Year

Code 1A7
Peppermint Stick
1¼ ozs.—5¢

(Purchased in a drug store, Indianapolis, Ind.)

Appearance of Stick: Good
Size: Good for a 5c seller.
Stick: White with red stripes. Blue paper seal printed in white.
Color: Good
Stripes: Good
Peppermint: Good
Remarks: The best 5c peppermint stick we have examined this year.

REVIEW: This stick had a very good peppermint flavor. Most hard candy pieces in this price field have a very cheap peppermint flavor.

Code 1B7
Coconut & Peanut Cream Pattie
2⅛ ozs.—10¢

Appearance of Pattie: Good
(Purchased in a drug store, Indianapolis, Ind.)
Size: Good
Wrapper: Inside paper wrapper, outside glassine wrapper printed in brown. Name in yellow.
Coating, Light: Fair
Peanuts: Good
Center:
Color: Good
Texture: Good
Taste: Good
Remarks: The best bar of this type we have examined this year.

REVIEW: We find in many bars and patties of this kind that the peanuts are soft and often have an old stale taste.

Code 1J7
Miniature Canes
5 ozs.—23¢

(Purchased in a drug store, Oak Park, Ill.)

Appearance of Package: Good
Container: Cellulose bag printed in red, green and white. Imprint of Santa and canes in colors.
Canes: About 1½ inches long
Shape: Good
Gloss: Good
Texture: Good
Stripes: Good
Flavor: Good
Remarks: A different and novel package of canes. About 50% of the canes were broken.

REVIEW: The workmanship on this cane was of the best. The flavor also was very good.

Code 1L7
Sour Lemon Drops
9-6/10 ozs.—25¢

(Purchased in a chain grocery store, Wheaton, Ill.)

Appearance of Package: Fair
Container: Cellulose bag, paper clip on top printed in red, white, yellow and blue. Imprint of girl's head in colors.
Drops: Cellulose wrappers
Color: Good
Gloss: Good
Molding: Good
Flavor: Good
Remarks: The best lemon drops we have examined this year at this price. Suggest bag be printed to improve appearance.

REVIEW: Many lemon drops we examine have no lemon flavor at all or they are "loaded" with acid.

Code 1G7
Assorted Filled Hard Candies
1 lb. 4 ozs.—69¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Jar: Good
Container: Round, low jar, friction top printed in green. Name in gold. Gold and blue embossed seal on side.
Candy: All clear jackets
Colors: Good
Molding: Good
Texture: Good
Flavors: Good
Centers: Good

Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies
FEBRUARY—Chewy Candies; Caramels; Brittles
MARCH—Assorted Chocolates up to $1.15
APRIL—$1.20 and up Chocolates; Chocolate Bars
MAY—Easter Candies; Cordial Cherries
JUNE—Marshmallows; Fudge
AUGUST—Summer Candies
SEPTEMBER—Uncoated & Summer Coated Bars
OCTOBER—Salted Nuts; Gums & Jellies
NOVEMBER—Panned Goods; 1¢ Pieces
DECEMBER—Best Packages and Items of Each Type Considered During the Year.

Remarks: The best jar of filled hard candies we have examined this year. Suggest manufacturer check his cost as there could not be any profit in this jar at 1 lb. 4 ozs. for 69c.

REVIEW: Most filled or plastic hard candies have hard tough centers or very little center and a thick jacket. These hard candies were very good eating.

Code 1N7
Assorted Chocolates
2 lb.—$1.09

(Purchased in a chain grocery store, Wheaton, Ill.)

Appearance: Good for this priced chocolates

Box: Oblong, two layer type. White paper top printed in red, white and green. Imprint of Holly spray in colors. Cellulose wrapper.

Appearance of Box on Opening: Good

Number of Pieces:
Light coated: 50
Jordan Almonds: 4
Gold Foiled: 4
Cellulose Wrapped Vanilla Marshmallow Caramel: 4

Coating: Milk chocolate
Color: Good
Gloss: Good
Strings: Good
Taste: Good

Assortment: Good for this priced chocolates

Remarks: The best 2 pound box of chocolates we have examined this year. Suggest manufacturer check his costs as box is very cheaply priced at two pounds for $1.09 even if it is a direct sale.

REVIEW: The quality of coating and centers was outstanding at this price.

Code 1D7
Nut Nougat Bar
1¼ ozs.—5¢

(Purchased in a drug store, Chicago, Ill.)

Appearance of Bar: Good

Size: Good

Wrapper: White board boat. Glassine wrapper printed in yellow and red.

Bar:
Color: Good
Texture: Good
Taste: Good

Remarks: The best nougat bar of this kind we have examined in some time.

REVIEW: We examine many nougat bars over the year and find most of them dry and hard. This nougat bar was very good eating.

Code 11L6
Peppermint Hard Candy
½ lb.—25¢

(Purchased in a chain novelty store, Oak Park, Ill.)

Appearance of Package: Good

Container: Cellulose bag printed in green and white.

Piece: Piece is a round, thin wafer, cellulose wrapper.
Color: Good
Gloss: Good
Texture: Good
Flavor: Good

Remarks: A well made hard candy piece. Cheaply priced at 25c the half pound.

REVIEW: This peppermint hard candy was better than some we have examined at 75c and 80c the pound.

Code 1K7
Caramel Chews
1 lb.—49¢

(Purchased in a grocery store, Chicago, Ill.)

Sold in Bulk:

Wrapper: Each piece wrapped in a printed wax paper. Colors brown, white and orange.

Chews:
Color: Good
Texture: Good
Taste: Good

Remarks: For this type of confection, we think this is the best on the market today.

REVIEW: We examine many types of chewey candy over the year and find that most of them are hard, tough and tasteless.

Code 1H7
Peanut Crunch
1 lb.—89¢

(Purchased in a chain food store, Chicago, Ill.)

Appearance of Package: Good

Container: Round tin, printed in dark and light brown. Imprint of small trees in light brown.

Brittle:
Color: Good
Texture: Good
Peanuts: Good
Taste: Good

Remarks: The best peanut crunch we have examined in some time.

REVIEW: We find that many peanut brittles, crunch, etc. have a strong taste. In most cases the peanuts are old or are not roasted enough.

Code 1F7
Candy Cane
1 oz.—5¢

(Purchased in a drug store, Elmhurst, Ill.)

Wrapper: Printed cellulose tube.

Appearance of Cane: Good

Size: Good

Shape: Good

Stripes: Good

Texture: Good

Flavor: Peppermint: good

Remarks: The best 5c cane we have examined this year.

REVIEW: We seldom find a cane of this size in one piece. Most are broken. In this sample, the workmanship and flavor were of the best.

Code 1P7
Peanut Brittle
1 lb.—85¢

(Purchased in a food shop, Chicago, Ill.)

Appearance of Package: Good

Box: Large oblong box, two layer type. Top printed in orange and black. Overall design of stars and darts. White paper tag printed in gold and red. Imprint of carriage and lady in colors.

Brittle:
Color: Good
Texture: Good
Peanuts: Good
Taste: Good

Remarks: One of the best peanut brittles we have examined this year. Box is too large for one pound of peanut brittle which caused peanut brittle to be broken up in very small pieces with considerable dust.

REVIEW: The texture of this peanut brittle was very good. Peanuts were well roasted and had a good fresh taste.

Code 1J7
Peanut Bar
2 ozs.—10¢

(Purchased in a drug store, Chicago, Ill.)

Appearance of Bar: Good

Size: Good

Wtapper: Outside paper wrapper printed in yellow, red and blue. Imprint of brittle in colors. Inside wax paper wrapper.

Bar:
Color: Good
Texture: Good
Peanuts: Good
Taste: Good

Remarks: We have examined this bar many times and always find it up to standard. The best 10c bar of this type we have examined in some time.

REVIEW: We examine many peanut bars over the year, dipped and undipped. In most of them we find that the peanuts are not roasted enough, and in some pieces the peanuts have an old and rancid taste.

Code 1L7
Butter Toffee Toasted Nuts
1 lb.—59¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good

Box: Oblong folding box, one layer type. Foil wrapper printed in gold, maroon and blue. Imprint of a dish of sugared peanuts in colors.

Nuts:
Color: Good
Coating: Good
Texture: Good
Taste: Good
Peanuts: Good

Remarks: The best sugared peanuts we have examined in some time. Cheaply priced at 59c the pound.

REVIEW: Sugared peanuts should have thin coating of sugar to be good eating. Most samples we examine have a thick, hard coating.

Helpful Books for Candy Plant Executives

Confectionery Analysis and Composition

by Stroud Jordan and Katheryn E. Langwill

This volume, first published in 1946, is still the only published reference work on the subject of confectionery analysis. It concerns itself with applicable data that covers composition of basic raw materials as well as that of the finished confections in which they have been employed.

Choice Confections

by Walter Richmond

This new book contains 365 formulas for making two batch sizes, one for hand work and one for machine work. There are instructions for each batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy and chemical terms. All of the formulas are cross indexed, and a complete chapter is presented on chocolate.

How to Salvage Scrap Candy

by Wesley H. Childs

This booklet is a complete revision of the author's work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

A Textbook on Candy Making

by Alfred E. Leighton

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

The Candy Buyers' Directory The Directory of Candy Brokers

1957 Edition

The Candy Buyers' Directory is an alphabetical and classified directory of wholesale candy manufacturers giving information on what type of candy is made by each firm, and in some cases the type of packaging used. The Directory of Candy Brokers is a geographical listing of over 600 candy brokers giving the accounts that they handle, the territory covered and the number of salesmen.

Profits Through Cost Control

by Frank Buese and Eric Weissenburger

This material deals with the problems of cost control in candy plants including planning for profit. The emphasis is on planning operations so that a profit will be made, and in early detection of those factors which will adversely affect profit.

- ☐ How to Salvage Scrap Candy **$2.00**
- ☐ Choice Confections **$10.00**
- ☐ A Textbook on Candy Making **$6.00**
- ☐ The Candy Buyers' Directory and The Directory of Candy Brokers **$4.50**
- ☐ Confectionery Analysis and Composition **$6.00**
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Code 1M7
Coffee Chews
6¼ ozs.—45¢

(Purchased in a chain food shop, Chicago, Ill.)

Appearance of Package: Good
Container: Round tin, friction top. Paper band printed in yellow, brown, cream and red. Imprint of a cup of coffee in colors. Chews are wrapped in foil, outside wrapper of printed cellulose.
Chews: Similar to a toffee.
Color: Good
Texture: Good
Flavor: Good
Remarks: A well made chew and a good coffee flavor. One of the best we have examined in some time.

REVIEW: Coffee flavor is very hard to retain in most candies. This piece had coffee flavor that was outstanding.

Code 3C7
Assorted Chocolates
1 lb.—59¢

(Purchased in a department store, River Forest, Ill.)

Sold in Bulk
Coatings: Dark & light
Colors: Good
Gloss: Good for bulk
Strings: Good
Taste: Good for this priced chocolates
Dark Centers:
Pink Cream: Could not identify flavor
Maple Nut Cream: Good
Vanilla Cream: Good
Light Coated Centers:
Molasses Coconut: Good
Raisin Clusters: Good
Assortment: Too small
Remarks: The best chocolates we have examined in some time at this price.

REVIEW: Most assorted chocolates in this price field are nothing to talk about, but this sample was outstanding, in both centers and coatings.

Code 3J7
Chocolate Peanut Clusters
1 lb.—59¢

(Purchased in a chain variety store, Oak Park, Ill.)

Sold in Bulk
Coating: Light
Color: Good
Gloss: None
Taste: Fair
Peanuts: Good
Remarks: A good eating peanut cluster. Cheaply priced at 59c the pound.

REVIEW: These peanuts were well roasted and the coating was good for this priced peanut cluster. We find some very poor coating on peanut clusters.

Code 4G7
Assorted Chocolates
1 lb.—$1.65

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good
Box: Oblong shape, one layer type. Black glazed paper top, overall design in colors. Yellow paper wrapper, name in silver, tied with grey grass ribbon.
Appearance of Box on Opening: Good
Number of Pieces:
Dark Coated: 26
Light Coated: 14
Cello-Wrapped Buttercrunch: 2
Cello-Wrapped Chocolate Almond Caramels: 2
Filbert Cluster: 1
Nut Top Chew: 1
Chocolate Panned Almonds: 2
Chocolate Panned Filberts: 2
Pralines: 2
Coatings Dark & Light:
Colors: Good
Gloss: Good
Strings: Good
Taste: Good
Dark Coated Centers:
Shell Pieces:
Kernel Paste: Good
Pineapple Jelly: Good
Orange Jelly: Good
Vanilla Caramel: Good
Ganach: Good
Cherry Cordial: Good
Molasses Caramel: Good
Coffee Cream: Good
Regular Dark Coated Centers:
Almond Paste: Good
Light Coated Centers:
Solid Chocolate & Nuts: Good
Chocolate Nut Chew: Good
Vanilla Coconut Paste: Good
Nut Brittle: Good
Nut Nougat: Good

He's the talent scout for our machines

A pretty face would never be enough to impress this talent scout. Hollywood might look for beauty; Walt Janick looks for talent. For his job is to pick the right man for every one of our machines. Then he sees to it that the men he picks keep production humming smoothly and on schedule.

Walt's philosophy is based on plain common sense: "What good is a modern machine if you don't put the right man to running it?" Because Walt has a knack for doing just that, you get uniform quality in the chocolate products you order. Just as important, you get your order on time!



Introducing Walt Janick to prove our point: *when it comes to quality, people mean more than machines.*

WILBUR-SUCHARD CHOCOLATE CO., INC. Lititz, Pa. Madison 6-2154

Cello Wrapped Chocolate Almond Caramels: Good
Cello Wrapped Chocolate Praline: Good
Cello Wrapped Chocolate Panned Almonds: Good
Cello Wrapped Chocolate Panned Filberts: Good
Cello Wrapped Filbert Cluster: Good
Cello Wrapped Nut Top Chew: Good
Cello Wrapped Buttercrunch: Good
Assortment: Good
Remarks: The best assortment of this type of chocolates we have examined this year. Very fine quality and good workmanship.

REVIEW: These chocolates had very expensive centers, and the coating was of the best quality. We seldom find an assortment of this type at the price of $1.65 the pound.

Code 4C7
Assorted Chocolate & Confections
1 lb.—$1.35

(Sent in for analysis No. 4796)

Appearance of Package: Good
Box: Oblong shape, one layer type. Brown paper top, name and imprint of Old Dominion house printed in dark brown. Cellulose wrapper.
Appearance of Box on Opening: Good
Number of Pieces:
Light Coated: 18
Dark Coated: 19
Foiled Wrapped Piece: 1
Light Coated Centers:
Almond Cluster: Good
Nut Crunch: Good
Orange Colored Cream: Dry and lacked flavor.
Nut Nougat: Good
Raisin Cluster: Good
Vanilla Coconut Paste: Good
Chocolate Cream: Good
Lemon Cream: Rancid flavor
Nut Cluster: Good
Dark Coated Centers:
Vanilla Caramel: Good
Maple Nut Cream: Good
Hard Candy Blossom: Good
Pink Cream: Could not identify flavor.
Buttercream: Good
Chips: Good
Vanilla Coconut Paste: Good
Chocolate Cream: Good
Vanilla Nut Caramel: Good
Nut Buttercream: Good
Foiled Piece: Cordial Cherry: Good
Assortment: Good
Remarks: One of the best assorted chocolates we have examined this year at this price. Well made and good eating centers.

REVIEW: We find some very cheap and poorly made centers in this price field. This assortment of chocolates was outstanding at the price of $1.35 the pound.

Code 4K7
Butter Mints
½ lb.—59¢

(Sent in for analysis No. 4795)

Appearance of Package: Good
Box: Folding one layer type, overall foil wrapper printed in green, white and black. Imprint of mints in colors.
Appearance of Box on Opening: Good
Mints:
Colors: Good
Texture: Good
Flavors: Good
Remarks: The best butter mints at this price we have examined this year.

REVIEW: Flavor is most important in this type of confection. We find many butter mints are rancid and some lack flavor of any kind.

Code 6K7
Easter Chicks
1¼ ozs.—10¢

(Purchased in a chain store, Los Angeles, Calif.)

Appearance of Package: Good
Box: 4 Marshmallow chicks in colors. Box has folding window top and sides. Printed in purple and red. Overall cellulose wrapper.
Chicks:
Colors: Good
Molding: Good
Texture: Tough
Flavors: Fair
Remarks: A good looking Easter 10c novelty. We can not expect too much for a novelty at this price.

REVIEW: We often wonder why most samples of Marshmallow chicks are so tough and hard. It is very easy to make a tender marshmallow for chicks etc. The novelty part of this sample was very different.



Code 5C7
Assorted Chocolates
1 lb.—$1.20
(Purchased in a retail candy shop, Los Angeles, Calif.)

Appearance of Package: Good for this priced chocolates.
Box: Oblong shape, one layer type. White glazed paper top, name embossed in gold. White paper wrapper gold seals on ends.
Appearance of Box on Opening: Good. All pieces in foil cups.
Number of Pieces:
Light Coated: 9
Dark Coated: 14
Jelly Half Dipped: 1
Brazil Caramel Half Coated: 1
Sprill Top: 1
Coatings:
Colors: Good
Gloss: Good
Strings: Fair
Taste: Good
Dark Coated Centers:
Brizil Nuts: Good
Buttercream: Good
Pecan Clusters: Good
Nut Nougat: Good
Kernel Paste: Good
Chocolate Nut Cream: Good
Almonds & Cream: Good
Maple Nut Cream: Good
Fruit & Nut Cream: Good
Caramallow: Good
Caramel Patties: Good
Light Coated Centers:
Fruit & Nut Cream: Good
Fruit Nougat: Good
Caramel Pattie: Good
Almond & Date: Good
Chocolate Cream & Almonds: Good
Date & Nut Paste: Good
Half Coated Nut Glace: Good
Pecan Clusters: Good
Vanilla Fudge: Good
Mint Paste & Marshmallow: Good
Sprill Top Buttercream: Good
Half Dipped Brazil Nut Caramel: Good
Assortment: Good
Remarks: The finest assorted chocolates we have examined at this price in years. The quality of these chocolates is outstanding; the workmanship is also of the best. All pieces were different and of the finest ingredients. Cheaply priced at $1.20 the pound. We have examined $1.57 the pound chocolates that could not compare with these chocolates.

REVIEW: It is a pleasure to examine a box of chocolates of this type. So many samples are not up to standard either in price, quality or workmanship.

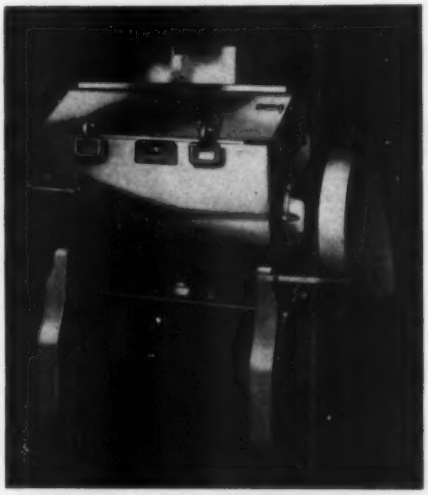
Code 6D7
Taffy Bar
Peanut Butter Center
1 oz.—5¢
(Purchased in a chain drug store, Los Angeles, Calif.)

Appearance of Bar: Good
Size: Good
Wrapper: Wax paper printed in black and yellow.

for Better Marshmallows

the SAVAGE BEATER

. . . . IS YOUR ANSWER. The Savage latest improved sanitary marshmallow beater is constructed with stainless steel tank, shaft, paddles and breaker bars—100% sanitary. This beater is considered standard by manufacturers. Built for strength and durability, it assures perfect manipulation of each batch. Hundreds of users in the United States and foreign countries prefer the Savage Beater for its economy in operation and performance in production, because it saves time, space, and operating cost. Four 200 pound Savage Beaters will supply a mogul for continuous operation.



THE FIRST COST IS THE LAST COST

- **Unexcelled for volume and lightness**
- **Stainless construction—100% sanitary**
- **No corners for contamination**
- **Outside stuffing boxes—no leakage possible**
- **Maximum beating for volume**
- **Faster heat discharge from batch**
- **Creates volume suction of cold air**
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- **Less power needed with roller bearings**
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- **Direct motor drive**
- **Sizes available: 150 lb. or 80 gal. capacity**
  200 lb. or 110 gal. capacity

SAVAGE oval type marshmallow beater also manufactured with stainless water jacket, galvanized cast iron heads, paddles and breaker bars.

Since 1855



SAVAGE BROS. CO.

2638 Gladys Ave. **Chicago 12, Ill.**

Bar:
Color: Good
Texture: Good
Peanut Butter: Good
Taste: Good
Remarks: The best 5c bar of this type we have examined this year.

REVIEW: This bar had a good amount of very fine peanut butter in it. We seldom find this in a 5c peanut butter bar.

Code 6E7
Milk Chocolate Coated Cream Bar
1¼ ozs.—10¢

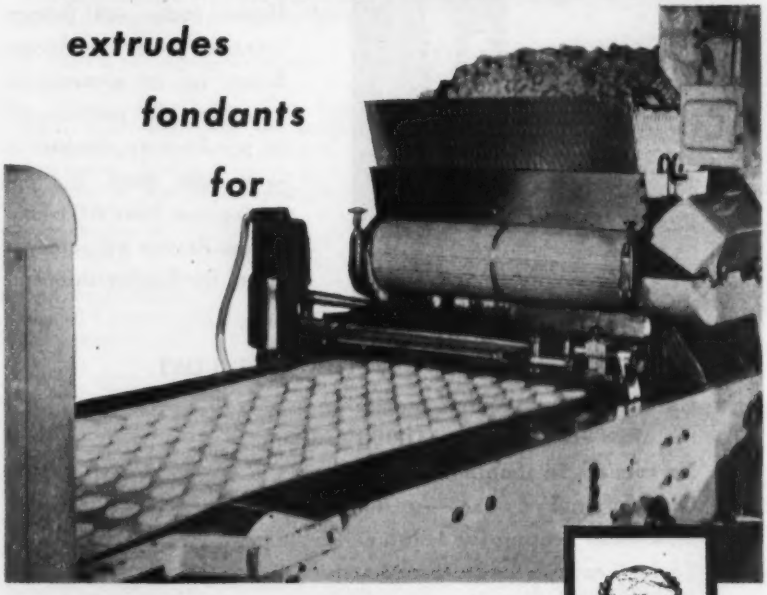
(Purchased in a chain drug store, Indianapolis, Indiana)

Appearance of Bar: Good
Size: Good
Wrapper: Cellulose printed in purple and white stripes.
Bar:
Milk Chocolate Coating: Good
Center: Good
Nuts in the Coating: Good
Remarks: The best bar of this kind we have examined this year. Very good quality for a 10c bar, should be a good seller.

REVIEW: One of the most abused centers in bars is cream centers. Seldom do we find a good one. Most of them are hard and dry and some are chewey.

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PATTIES, BARS, LOGS and CREAMS



Virtually any fondant — almost any shape! With this single machine and one part-time attendant you can extrude patties, bars or logs —centers for creams, caramels, nougats—marshmallow mint, divinity, coconut, fruit or nut-filled pieces. Cuts, slices or saws up to 100 uniform rows per minute, moves them automatically to enrober or next operation. Machines already in use have paid for themselves in less than six months. Write for full details.

WERMAC COMPANY
1765 Alpine, N. W. Grand Rapids, Michigan

Code 5K7
Chocolate Mints
8 ozs.—95¢

(Purchased in a department store, Los Angeles, Calif.)

Appearance of Package: Good
Box: Oblong shape, one layer type, Buff embossed paper top. Name embossed in gold. Cellulose wrapper.
Appearance of Box on Opening: Good
Number of Pieces: 33
Coating, Light:
Color: Good
Gloss: Fair
Strings: None
Taste: Good
Center: Center is a light colored chocolate paste
Color: Good
Texture: Good
Flavor: Peppermint; good
Remarks: A good eating piece, one of the best we have examined. Slightly high priced at 95c for 8 ozs.

REVIEW: In most mints of this type we find either very little flavor or a very cheap peppermint flavor is used.

Code 6F7
Milk Chocolate Coated Peanut Cluster Cream Center
1⅝ ozs.—10¢

(Purchased in a chain drug store, Los Angeles, Calif.)

Appearance of Bar: Good
Wrapper: Cellulose printed in brown and yellow, red and blue.
Bar:
Coating: Good
Peanuts: Good
Center: Good
Remarks: The best bar of this type we have examined this year.

REVIEW: We have examined this type of bar or pattie many times but find in most of them that the peanuts are soft and the cream center hard and dry.

Code 6G7
Chocolate Coated Chocolate Nut Fudge Bar
(Looks like a 10¢ seller)
1¾ ozs.—No price stated

(Purchased in a chain drug store, Los Angeles, Calif.)

Appearance of Bar: Good
Size: Good
Wrapper: Foil printed in blue.
Bar:
Coating, Light: Good
Center:
Color: Good
Texture: Good
Nuts: Good
Taste: Good
Remards: One of the best chocolate coated nut fudge bars we have examined this year.

REVIEW: The fudge in this bar was of the old fashioned fudge type. Most fudge pieces are very tough. Some fudge bars are like a chocolate chewy piece.

Code 8A7
Grained Buttercreams
12 ozs.—33¢

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good
Container: Folding oblong box, overall cellulose wrapper printed in purple, red, blue, white, orange and brown.
Buttercreams: Buttercreams are in the shape of dolls, toys and animals.
Colors: Good
Texture: Good
Taste: Good
Remarks: One of the best buttercream pieces of this kind we have examined this year. Attractive wrapper.

REVIEW: This is a very fine buttercream in its field; well made and contains a very good butter flavor.

Code 8C7
Marshmallow Jellies
8 ozs.—25¢

Appearance of Package: Good
Container: Board tray, oblong shape, printed in red, green and white. Cellulose wrapper. Jellies are in three layers: Jelly top and bottom, marshmallow in the middle.
Jellies:
Colors: Good
Jelly: Good
Marshmallow:
Color: Good
Texture: Good
Taste: Good
Remarks: A good eating marshmallow and jelly piece, one of the best we have examined this year at this price.

REVIEW: Most so-called jellies we examine are soft gums. This sample was a real jelly. The marshmallow was tender and the flavors were very good.

Code 8E7
Confectioners Coated Almond Nougat Bar
1⅛ oz.—5¢

(Purchased in a chain department store, Chicago, Ill.)

Appearance of Bar: Good
Size: Good
Wrapper: Glassine wrapper printed in blue and red.
Bar:
Coating: Good for this type of coating.
Center:
Color: Good
Texture: Good
Taste: Good
Remarks: One of the best bars of this type we have examined this year.

REVIEW: The coating on this bar had a very good flavor; it was not dry and hard as are most that we examine. The center was also very good for a 5c bar.

Code 8F7
Confectioners Coated Mint Cream & Caramel Bar
1⅛ oz.—5¢

(Purchased in a chain department store, Chicago, Ill.)

Appearance of Bar: Good
Size: Good
Wrapper: Glassine wrapper printed in green and red.
Bar:
Coating: Good for this type of coating.
Center:
Color: Good
Cream: Good
Caramel: Good
Flavor: Good
Remarks: The best bar of this type we have examined this year.

REVIEW: The cream center and also the caramel were tender in this sample and the piece had a good mint flavor. In some bars of this type we find the center hard and dry or the caramel grained.

Code 8L7
Coconut Fudge Bar
1½ oz.—3 for 12¢

(Purchased in a drug store, Chicago, Ill.)

Appearance of Bar: Good
Size: Good
Wrapper: Cellulose wrapper printed in yellow and brown.
Bar:
Color: Good
Texture: Good
Taste: Good
Remarks: The best coconut fudge bar we have examined this year. Well made and good eating.



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MERCKENS CHOCOLATE COMPANY, INC.

155 Great Arrow Avenue, Buffalo 7, New York

BRANCHES AND WAREHOUSE STOCKS IN

BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE

REVIEW: Most uncoated coconut or fudge bars we examine are dry and hard. This bar had a good soft texture and the coconut had a good fresh taste.

Code 8N7
Opera Gum Drops
3 ozs.—10¢

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good
Container: Polyethylene bag printed in red and white.
Gums:
Colors: Good
Texture: Good
Sugaring: Good
Flavors: Good
Remarks: A good eating opera gum. Slightly over priced at 10c for 3 ozs.

REVIEW: Opera gums as a rule are tough and lack good flavors. This sample of gums was well made, tender, and had good flavors.

Code 8R7
Toasted Coconut Marshmallows
1 lb.—39¢

(Purchased in a chain department store, Lancaster, Pa.)

Appearance of Package: Good
Container: Cellulose bag printed in green and white. Imprint of coconut palm in colors.
Marshmallows:
Coconut: Good
Marshmallow:
Color: Good
Texture: Good
Taste: Good
Remarks: The best toasted marshmallow we have examined this year at the price of 39c the pound.

REVIEW: Seldom do we get a good toasted marshmallow sample. Most of them are tough and in many samples the coconut is rancid.

Code 8X7
Jelly Beans
8 ozs.—25¢

(Purchased in a candy store, N.Y.C.)

Appearance of Package: Good
Container: Cellulose bag printed in white, purple and yellow.
Jelly Beans:
Colors: Good
Finish: Good
Panning: Good
Jacket: Good
Center:
Color: Good
Texture: Good
Flavors: Good
Remarks: The best jelly beans we have examined at this price this year. Very well made and good flavors.

REVIEW: It is a pleasure to get a good sample of jelly beans, one of the oldest pieces in the business and one of the most abused. Most lack flavor, are poorly panned and have very tough centers.

Code 9H7
Grained Mint Sticks
1 lb.—49¢

(Purchased in a department store, Chicago, Ill.)

Sold in Bulk:
Piece: Piece is similar to a Top Off Mint in stick shape. Piece has an inside colored foil wrapper and an outside cellulose wrapper.
Mints:
Color: Good
Texture: Good
Flavor: Good
Remarks: The best piece of this kind we have examined this year. Well made and a good mint flavor. Cheaply priced at 49c the pound.

REVIEW: Grained pieces as a rule are either too soft or too dry. These sticks had a very good texture and a very small grain.

Fudge Brazil Bar
1⅝ ozs.—10¢

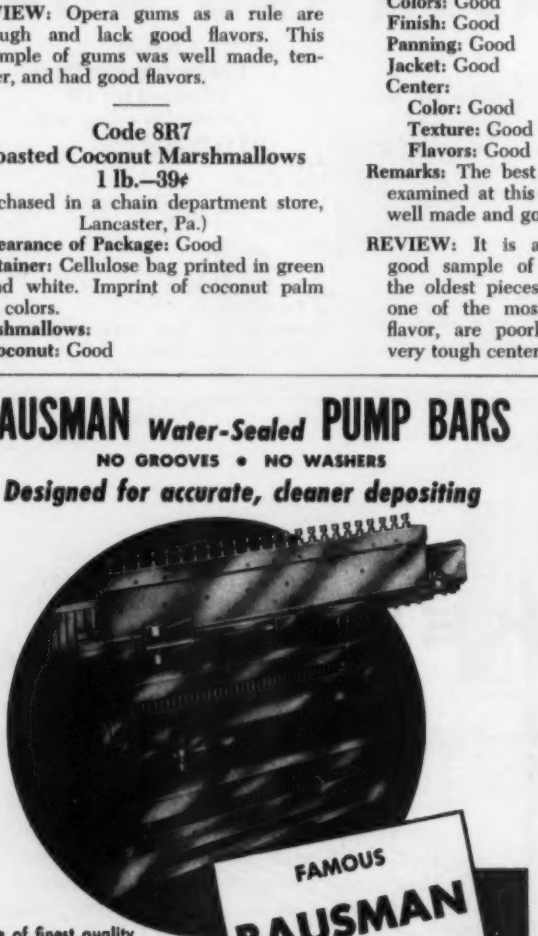
(Sent in for analysis No. 4798)

Appearance of Bar: Good
Size: Good
Wrapper: Inside wax paper wrapper; outside cellulose wrapper printed in gold, brown and red.
Bar: Bar is a thin layer of chocolate fudge, very thick coating with brazils on top.
Milk Coating: Good
Brazil Nuts: Good
Fudge: Good
Taste: Very good

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RICH-SMOOTH-FLAVOR

A dependable source of supply for taste, appearance, and uniformity. Top performance that will appeal to you.

HOOTON CHOCOLATE CO.
Fine Chocolate Since 1897
NEWARK 7 NEW JERSEY

Remarks: A different type of bar, very good quality. Should be a good seller.

REVIEW: The quality of this bar was outstanding. Fudge was a real old fashioned fudge with a very good coating and a good amount of brazils.

Code 8T7
Lemon Hard Candy Sticks
8 ozs.—29¢

(Purchased in a retail candy store, Clarkskill, Ind.)

Appearance of Package: Fair
Container: Cellulose bag, paper clip on top printed in orange. Name in blue.
Sticks: About 50% were broken.
Color: Good
Stripes: Good
Gloss: None
Flavor: Good
Texture: Good
Remarks: A good eating lemon stick, one of the best we have examined this year. Suggest bag be printed in one or two colors to improve the appearance of the package.

REVIEW: We find many lemon hard candies that have little or no flavor but a very strong acid flavor. The lemon flavor used in these sticks was of very good quality.

Code 10F7
Licorice Sticks
1-3/16 ozs.—5¢

(Purchased in a variety store, Oak Park, Ill.)

Appearance of Package: Good
Size: Good
Wrapper: Cellulose printed in red, white and gold.
Licorice:
Color: Good
Texture: Good
Flavor: Good
Remarks: The best licorice sticks we have examined in some time. Well made and good eating.

REVIEW: We find many licorice pieces that do not have a good licorice flavor. Most of these are flavored with Anise. This piece had a good licorice flavor.

Code 9F7
Summer Bar
4 ozs.—50¢

(Purchased in a chain grocery store, Chicago, Ill.)

Appearance of Bar: Good
Size: Good
Container: Cellulose wrapper, printed in brown. Imprint of mansion and grounds in black.
Bar: Bar is made of confectioners coating and roasted almonds.
Color: Good
Texture: Good
Almonds: Good
Taste: Good
Remarks: The best bar of this type we have examined this year. Highly priced at 50c for 4 ozs.

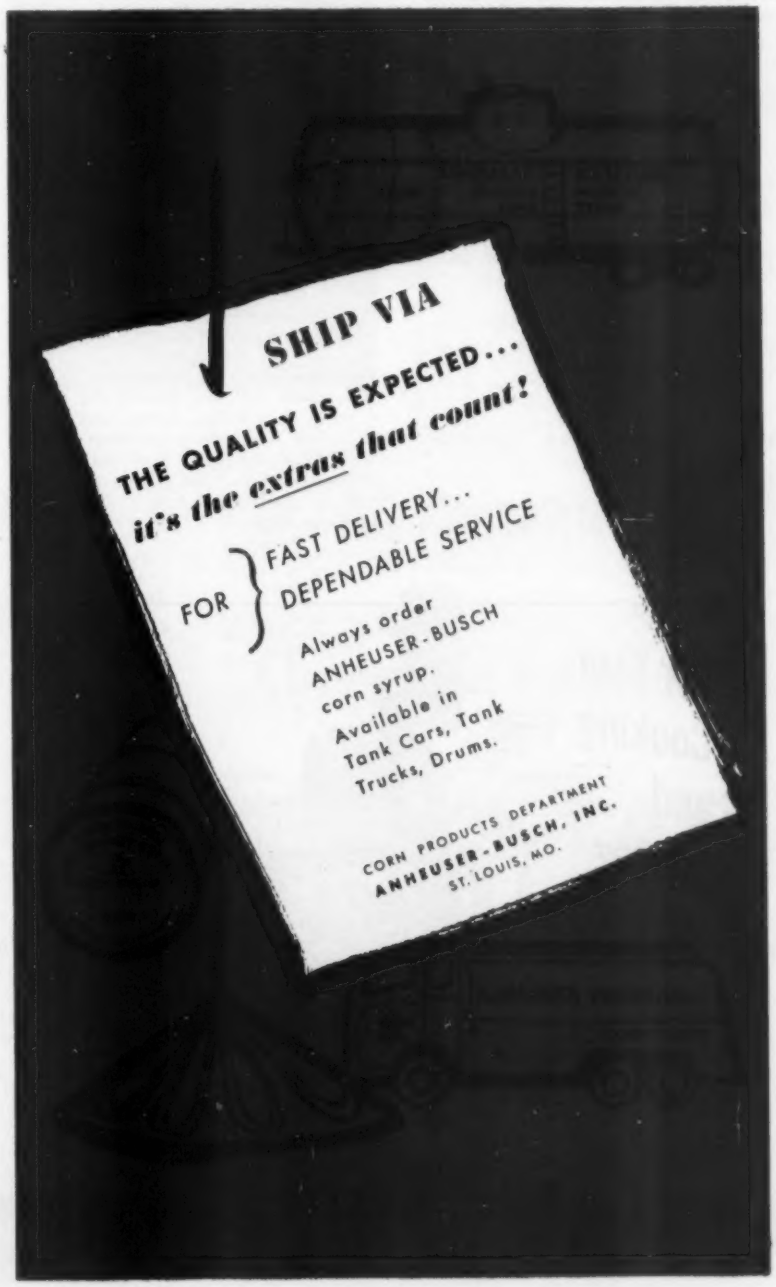
REVIEW: The Confectioner's coating used on this bar was exceptionally good. Most coating of this type is very greasy and some we have examined has been rancid.

Code 8Z7
Pralines
8 ozs.—70¢

(Purchased in a candy store, Eastman, Ga.)

Appearance of Package: Good
Box: Oblong shape, one layer type. White glazed paper top printed in red on ends. Name etc. in center printed in red. Cellulose wrapper.
Appearance of Box on Opening: Good
Pralines: Pralines were about the size of a half dollar in diameter, each in a paper cup.
Color: Good
Texture: Good
Pecans: Good
Taste: Good
Remarks: One of the best pecan pralines we have examined this year. Well made, but for the price of 70c for 8 ozs. we suggest a few more pecans be added, and some pecan halves be used instead of pieces.

REVIEW: The quality of these pralines was of the best. The candy part had a good flavor. We find most pralines are dry and hard.



Code 8V7
Assorted Jellies
1 lb.—89¢

(Purchased in a candy store, N.Y.C.)

Appearance of Package: Good
Box: Square, one layer type. Red glazed paper top, name printed in blue. White paper wrapper. A number of company stores printed in blue, tied with blue glass ribbon.
Appearance of Box on Opening: Good
Assorted Gum Drops:
Colors: Good
Texture: Good
Flavors: Good
Opera Drops:
Colors: Good
Texture: Good
Flavors: Good
Assorted Gum Squares:
Colors: Good
Texture: Good
Flavors: Good
Gum Strings:
Colors: Good
Texture: Good
Flavors: Good
Gum Rings:
Colors: Good
Texture: Good
Flavors: Good
Assorted Licorice Pieces:
Color: Good
Texture: Good
Licorice Flavors: Good
Fruit Slices:
Colors: Good
Texture: Good
Flavors: Good
Mint Marshmallow Gum & Marshmallow Oblongs: Good
Assortments: Good
Remarks: This box of gums and jellies is outstanding. The workmanship is of the best and the flavors are very good. The crystalizing is exceptionally good. We have examined similar candies at higher prices that could not compare with these candies. Cheaply priced at 89c the pound.

REVIEW: Most samples of jellies which we examine are really soft gums.

Code 9L7
Mint Puffs
4½ ozs.—49¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good
Container: Round tin, key type. Colors red, blue, yellow and white.
Mints:
Colors: Good
Stripes: Good
Texture: Good
Flavors: Good
Remarks: A well made puff and good flavors. One of the best we have examined this year.

REVIEW: There are a number of these puffs on the market and most of them are not puffs. Some are very hard, others are chewey.

Code 9M7
Molasses Mint Candies
12 ozs.—80¢

(Purchased in a fancy grocery store, Chicago, Ill.)

Appearance of Package: Good
Container: Tall can, friction top, printed in a plaid design. Colors: red, brown, yellow, red, white and blue. Overall cellulose wrapper. Gold seal on top.
Piece: Piece is a hard candy cut wrapped in printed cellulose.
Color: Good
Texture: Good
Flavor: Good
Remarks: A fine eating molasses mint. Neat and attractive container.

REVIEW: This was a very well made hard candy cut and a very fine mint flavor. Flavors used in hard candies are most important. Regardless of how good the piece may be made, it isn't good eating unless the flavor is good.

Code 9B7
Milk Chocolate Peanut Coated Cream Pattie
2¼ ozs.—10¢

(Purchased in a drug store, Chicago, Ill.)

Appearance of Pattie: Good
Size: Good
Wrapper: Glassine wrapper printed in yellow and brown, red and white.
Pattie:
Peanut Milk Chocolate Coating: Good
Center:
Color: Good
Texture: Good
Taste: Good
Remarks: The best pattie of this type we have examined this year. Very good quality.

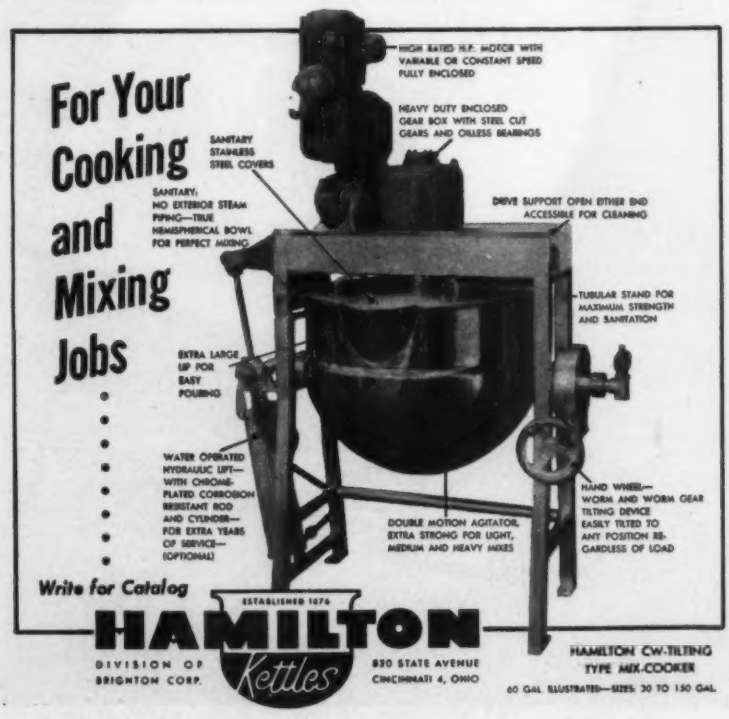
REVIEW: The peanuts and cream center were very good in this pattie. We find dry cream centers and soft peanuts quite often in patties of this type.

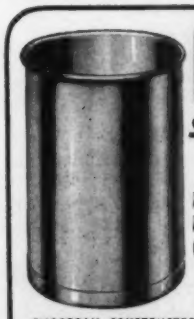
Code 10B7
Milk Chocolate Almond Bar
¾ ozs.—5¢

(Purchased in a chain drug store, Oak Park, Ill.)

Appearance of Bar: Good
Size: See remarks.
Wrapper: Inside paper backed foil; outside yellow cellulose printed in red.
Coating: Good
Almonds: Good
Taste: Good
Remarks: The best bar of this type we have examined this year. Very good quality. Suggest making bar a little thinner so that it could be made longer as it looks small for a chocolate bar.

REVIEW: This bar had an outstanding milk chocolate flavor and contained a good amount of almonds.





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STAINLESS STEEL
DRUMS
MODEL 30--30 GAL.
MODEL 55--55 GAL.
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RUGGEDLY CONSTRUCTED FOR LIFE TIME WEAR.
FULLY APPROVED BY HEALTH AUTHORITIES.
Manufactured by
The Standard Casing Co., Inc.
121 Spring St., New York 12, N. Y

Code 10J7
Chewey Nougat Bar
With Cashews
1¼ ozs.—5¢
(Purchased in a drug store, Albany, Oregon)

Appearance of Bar: Good
Size: Good
Wrapper: Glassine printed in brown and white.
Bar:
Color: Good
Nuts: Good
Texture: Good
Taste: Good
Remarks: The best undipped nut nougat bar we have examined this year. Well made and good eating.

REVIEW: Most undipped nougat bars we examine are dry and hard. This bar was very good eating and very well made nougat for a 5c seller.

Milk Chocolate Coated
Chewey Bar
1-1/16 ozs.—5¢
(Purchased in a chain drug store, Oak Park, Ill.)

Appearance of Bar: Good
Size: Good
Wrapper: Inside wax wrapper; outside glassine printed in yellow, blue and brown.
Coating: Good for a five cent seller.
Center:
Color: Good
Texture: Good
Taste: Good
Remarks: The best bar of this type we have examined at five cents.

REVIEW: The center of this bar had a very good flavor and was very good eating for a 5c seller.

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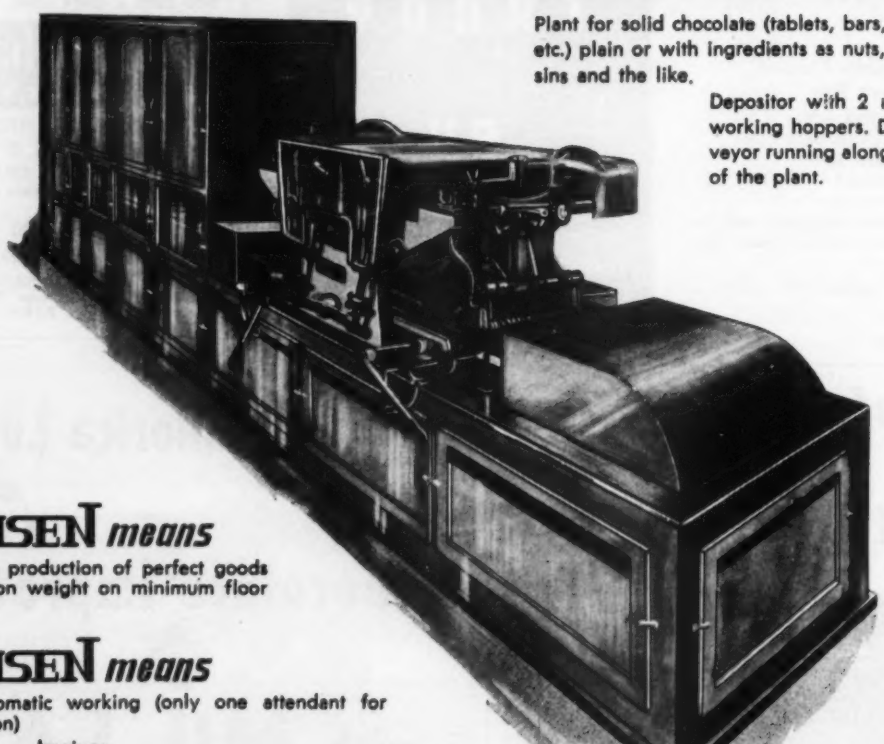
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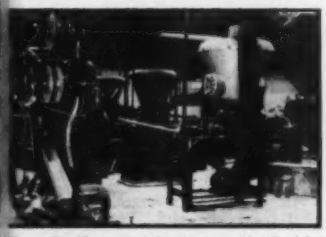
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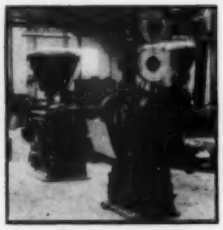
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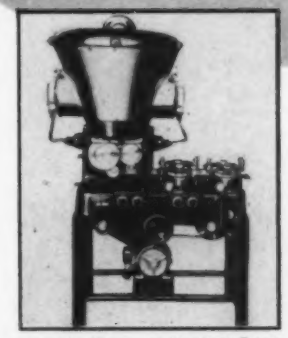
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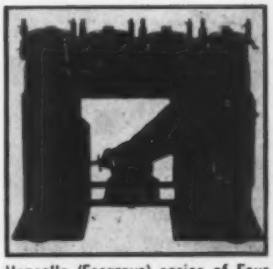




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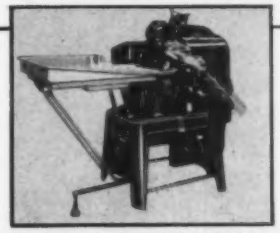


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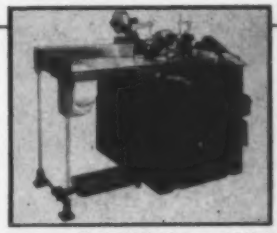
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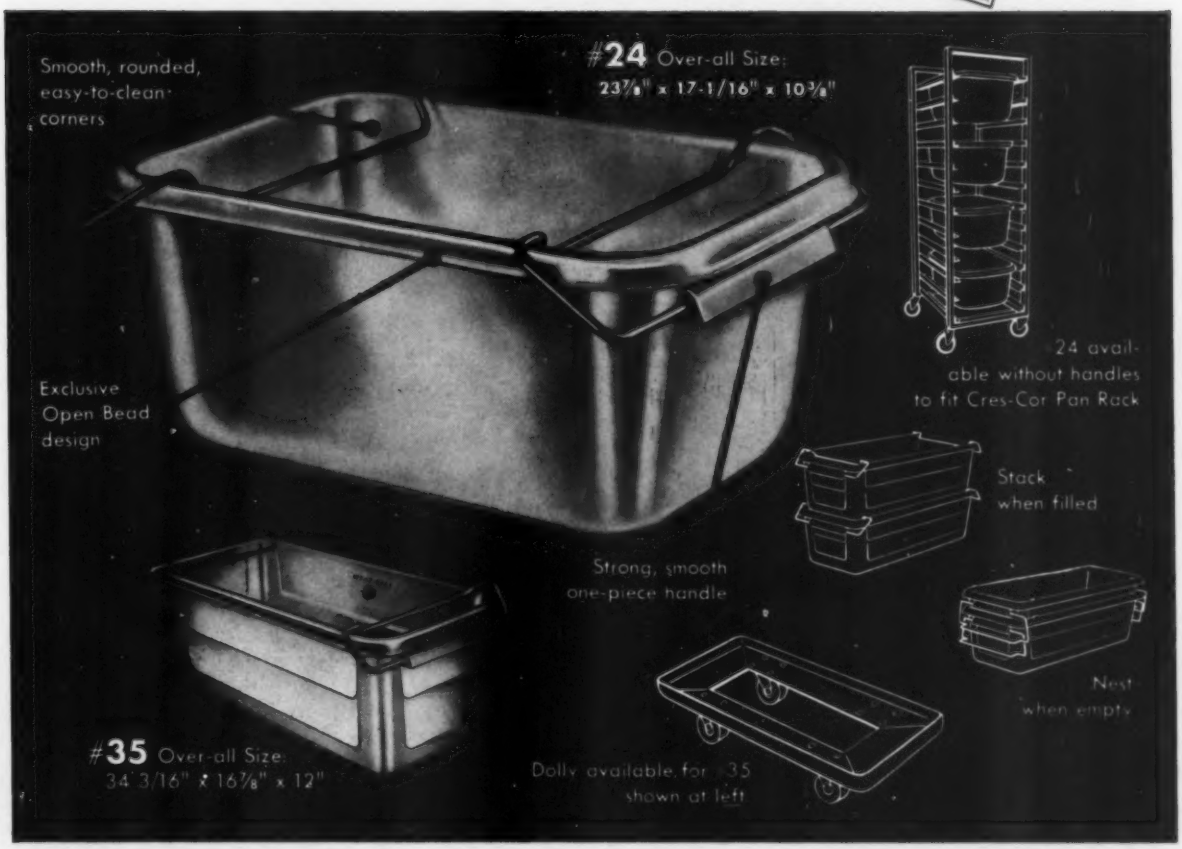
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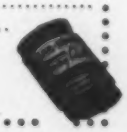
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